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16 August 2008

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16 August 2008

# IN THE HOT SEAT:

RPSGB chief on  
the Society's future

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• Union warns of  
workload  
'time bomb'

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• Vascular  
screening  
pilot launches

See page 8

• CPD: drugs  
in sport

See page 17

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# Editor

Gary Paragpuri MRPharmS  
01732 377688

# Features & Deputy Editor

Fiona Salvage MRSC  
01732 377435

# News Editor

Max Gosney 01732 377315

# Marketing Editor

Lesley Ribbens 01732 377600

# Online Editor

Tom Hawkins 01732 377284

# Clinical & CPD Editor

Gavin Atkin 01732 377239

# Contributing Editor

Adrienne de Mont FRPharmS

# Reporters

Jennifer Richardson 01732 377088

Zoe Smeaton 01732 377441

# Group Production Editor

Fay Jones 01732 377396

# Deputy Group Production Editor

Harriet Kinloch 01732 377112

# Group Art Editor

Richard Coombs 01732 377528

# Designers

David Farram 01732 377113

Jo Konopelko 01732 377231

# Office Manager

Elaine Steele 01732 377621

(fax): 01732 367065

esteele@cmpmedica.com

# Marketing Manager

Emily Miles 01732 377612

# Sales Director

Ruth McKay 020 7921 8456

# Advertisement Managers

Daniel Spruytenburg 020 7921 8126

Deborah Heard 020 7921 8119

# Price List

Colin Simpson (Data Controller)

01732 377407

Darren Larkin (Electronic Data

Controller)

Price List (fax): 01732 377559

Sandra Drawbridge (Input Clerk)

# C+D Data

David Watkinson (Director)

01732 377802

Devi Patel (Operations Manager)

01732 377451

Maria Locke

(Specialist Systems Controller)

# Projects Director

Patrick Grice MRPharmS

01732 377296

# Training Development Managers

Asha Fowells MRPharmS

01732 377463

Kinna McConochie MRPharmS

01732 377487

# Projects Administrator

Pauline Sanderson 01732 377269

# Production

Katrina Avery 01732 377674

# Group Publishing Director

Phil Johnson 01732 377633

# Email

firstinitialsurname

@cmpmedica.com



# Chemist+Druggist

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## Comment from the Editor

### Is it going to take a patient's death before

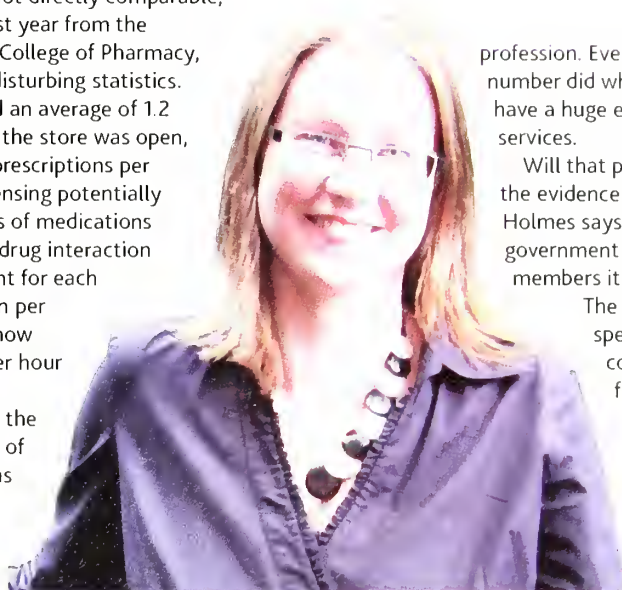
something changes? I sincerely hope not. But if pharmacy is like other industries in the UK (hospitals, railways, shipping, football grounds, construction etc) a death is what it will take to address flaws in the system.

I predict that the results of the PDA Union's stress audit (p6) will make for uncomfortable, if not worrying, reading. Back in March this year, C+D's Salary Survey warned that employees felt workloads were 'becoming unsupportable' and over three-quarters thought they would be stressed or very stressed in 12 months' time. Five months later and the situation is looking worse.

While admittedly not directly comparable, research published last year from the University of Arizona College of Pharmacy, USA, revealed some disturbing statistics. Pharmacies employed an average of 1.2 pharmacists per hour the store was open, each dispensing 14.1 prescriptions per hour. The risk of dispensing potentially harmful combinations of medications that could result in a drug interaction increased by 3 per cent for each additional prescription per hour. Now work out how many prescriptions per hour you dispense.

At the beginning of the year, nearly one-third of employees and locums who completed the C+D Salary Survey said they planned to leave the

I predict that the results of the PDA Union's stress audit will make for uncomfortable, if not worrying, reading



profession. Even if one-quarter of this number did what they said, it would have a huge effect on pharmacy services.

Will that provide the Society with the evidence chief executive Jeremy Holmes says it needs (p12) to go to the government and stand up for the members it still has?

The Society needs to stop spending 12 months considering a case of freedom of speech (p7) and use its time to support its members in areas where it really counts and it has an influence and a right to be heard.

**Fiona Salvage,**  
Deputy Editor

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# Rising workload is a 'time bomb'

Union raises alarm after report reveals 60 per cent rise in script volumes in past 10 years

Jennifer Richardson

**Pharmacists' soaring workloads** signal "an accident waiting to happen", the trade union for employee pharmacists has warned.

The Pharmacists' Defence Association's comments came after the NHS Information Centre's annual dispensing report showed that script volumes in England have increased by almost 60 per cent in the past decade. Prescriptions dispensed in the community in 2007 were up 6 per cent on the previous year.

Yet, PDA director John Murphy said staffing levels were in many cases decreasing due to factors such as category M clawbacks. C+D has reported job cuts caused by purchase profit reductions (C+D, July 19, p5).

Mr Murphy said: "The unit price for dispensing medicines is going down and the extra workload is going on the pharmacist and pharmacy staff."

Early results from the PDA's current stress audit, launched last week, indicated that 75 per cent of pharmacists felt they always, often or sometimes had to work very intensely, Mr Murphy told C+D. He



added: "The more intensely people have to work, the more pressure and stress becomes an issue."

PSNC head of NHS services Alastair Buxton said the Information Centre's report should prompt contractors to consider their skill mix. "Are they making

best use of their support staff?" he asked.

The dispensing report also revealed there are now over 400 pharmacist independent prescribers in England, an increase from 310 on the Society's registers at the end of last year.

## Data threat

**Proposals to make prescribing data more widely available** could reveal individual pharmacies' business information to potential competitors, the NPA has warned.

NHS Information Centre plans for the release of practice level information could in certain circumstances enable the calculation of a single pharmacy's turnover, the NPA said.

## Private chlamydia service launched

**The NPA has launched a private** chlamydia screening service for pharmacies following the switch of azithromycin from POM to P last week.

But although the service will widen choice for patients and was welcomed by the industry, some contractors have expressed doubts as to how big an impact a private service can have.

Patients will be charged £25 for the chlamydia test kit, and then £20 for the Clamelle drug if they need treatment.

Actavis, which manufactures Clamelle, is supporting the brand with a £2 million marketing campaign in the first year targeting over 25s, for whom PCOs do not offer funding. Richard Hollies, OTC director at Actavis, said research commissioned by the company had

suggested people would buy the tests. He predicted sales to be "in the hundreds of thousands".

David Kent, chief executive of Camden & Islington LPC, said the move would provide useful publicity for the profession. But he warned that people aren't going to want to pay for it.

Others agreed that getting services commissioned should be the priority, although Mike Holden, chairman of Hampshire & Isle of Wight LPC, said the service should help to provide evidence for such bids.

NPA members will have to pay £21 for the service pack. **ZS**

Would your patients pay for the service?  
zsmeaton@crmpmedica.com





# Members not convinced

» Society has failed to show popular support for new professional body

**Jennifer Richardson**

**The RPSGB should go back to basics** and ask whether or not a new professional body is necessary, pharmacists have said.

A Society survey published last month asked registrants who should be offered membership of the leadership organisation

it plans to form by 2010. But this was "rather pathetic", wrote Coventry pharmacist Amit Matalia on the website of Transcom, the steering group for the professional body's formation. "You start with the premise that people want a new professional body. Yet, you have no evidence of this," he said.

RPSGB president Steve Churton responded that establishing support for the professional body was "not really the objective" of the survey. Both he and Transcom chair Nigel Clarke said this had been covered by last year's independent Clarke Inquiry.

Former Council member Graham Phillips also called for "a debate about whether we do need this new body, and if we do, why we do".

Mr Phillips was writing in support of Mr Clarke's call for RPSGB members to contribute to the steering group's work. Just 16 per cent of registrants had voted in this year's Council elections, Mr Clarke said. "The consequences for the profession of such a level of disengagement are potentially serious," he said.

The minutes of Transcom and its reference group's meeting last week also recorded that "trust in the Society needs to be built on". The session established the progress to date of Transcom's seven working groups.

Will you be joining?  
Fill in our survey on p12

## Reps split on technician membership

**The profession is divided over** whether pharmacy technicians should be given any rights to join the future professional body for pharmacists.

The NPA believed "the body's representative function should be reserved for pharmacists", chief pharmacist Colette McCreedy

said. But while the NPA supported "some form of associate membership" for technicians, the PDA rejected the idea. A survey of 1,300 pharmacists indicated over half of the profession would not join a new professional body if technicians were given full membership, the PDA said. **JR**

## Fees 'not Society's call', says CPO

**The RPSGB cannot control the** fees of the future pharmacy regulatory body, despite high hopes from chief executive Jeremy Holmes that future charges will not exceed current retention fees.

Mr Holmes told C+D (p12) it was his ambition that combined

fees for the GPhC and the future professional body would not be more than current costs. But Keith Ridge, England's chief pharmacist, said: "The views of the Society... are important... but the GPhC is being set up for the public, not for pharmacy." **ZS**



## Goat 'massacre' protest lands pharmacist in hot water

**Devon pharmacist Paul Badham** has been reprimanded by the Royal Pharmaceutical Society over a protest against the culling of local goats.

The pharmacist, from Lynton, North Devon, received a written warning after depicting the "massacre" of the animals in his shop window.

A local resident complained his protest – comprising a cross, a toy goat and a sign – might put people off collecting their prescriptions.

Mr Badham's protest began last year after Lynton Council brought in a marksman to shoot a herd of 100 wild goats that had been causing a nuisance locally.

Mr Badham said: "I now feel like I can't air an opinion. It took them [the Society] a year to sort it out. I had no idea what they were going

to do. Can they give me a list of what I can make comments about?"

The RPSGB said Mr Badham's case had been dealt with privately and was not a public matter.

The Society had no specific guidelines on pharmacists using display windows to mount political protests. However, incidents would be looked at on a case-by-case basis bearing in mind relevant sections of the Code of Ethics, the Society stated.

David Reissner of law firm Charles Russell warned the Society it risked infringing pharmacists' right to freedom of speech. **RF**

Freedom of speech or patient deterrent?  
mgosney@cmpmedica.com

### News in brief

#### Be my buddy

NHS Employers will make an announcement in the autumn on a working group it has been charged with forming in order to promote closer working relationships between pharmacists and other healthcare professionals. The group's formation was a government commitment in April's pharmacy white paper.

#### Scottish roadshows

Community Pharmacy Scotland is running a series of eight roadshows for contractors and their staff across Scotland throughout September and early October. Attendees will hear about negotiations to date this year and be able to question the contract negotiators.

[www.communitypharmacyscotland.org.uk](http://www.communitypharmacyscotland.org.uk)

#### Minor ailments survey

An NHS Fife survey of 119 Glenrothes shoppers on the minor ailments service (MAS) indicated there is "still confusion from the public on what MAS is, how to register for it and who MAS is for". But 94 per cent of respondents would recommend the service and 48 per cent of users rated it "very good".

#### Golden ticket draw

Numark members who maintain a minimum monthly own brand spend of £260 and correctly answer a series of four monthly questions will be entered into a prize draw for two 'golden tickets' to the group's 2009 conference in Dubai.

[www.numark.net](http://www.numark.net)

#### Pain relief drug

Generics manufacturer Actavis has signed an exclusive sales, marketing and distribution deal for severe pain relief medicine diamorphine hydrochloride IV 100mg and 500mg, with marketing authorisation holder Auralis UK.

#### Funding for students

Bursaries of up to £5,000 a year are available to pharmacists undertaking full-time postgraduate degree courses in the UK, from the Leverhulme Trade Charities Trust. [www.leverhulme-trade.org.uk](http://www.leverhulme-trade.org.uk)



## Teva shuns NI generic tendering

**Plans to make drug firms tender to supply generic medicines in Northern Ireland have been rocked after the world's largest generics company pulled out of the process.**

Teva said government proposals were "deeply flawed" and could damage local pharmacists.

The generics firm said no details had been given on how pharmacists would be reimbursed under a system which could wipe out purchase profits. Teva managing director John Beighton said: "We believe the proposals will not support a vibrant pharmacy industry in Northern Ireland and could ultimately damage their interests and hence those of patients."

From April 2009, the Department of Health, Social Services and Public Safety proposals will ask generic companies to tender to supply a particular medicine in a bid to improve patient safety and cut costs.

Teva applauded the DHSSPS's motives, but warned in a letter to NI health ministers that the current proposals would not be successful. **MG**

# Islington pilots vascular screening programme

» A PCT-funded project could be forerunner of national service

Zoe Smeaton

**Eleven pharmacists in deprived areas of Islington are to receive PCT funding to carry out cardiovascular risk analyses on patients.**

The pilot has been called "fundamentally important" and should help to inform rollout of the national CVD screening programme promised in the white paper.

Pharmacists can perform tests on Islington patients aged over 40, and who are not being treated for cardiovascular disease. They receive payment for every stage of the testing and could earn up to £4,225 for taking part in the pilot.

The assessments begin with lifestyle questions, then patients' BMI, blood pressure and random blood glucose are measured and their risk factor calculated using a validated tool. Pharmacists can either offer lifestyle advice or, for patients in the high risk group, a fasting blood glucose and cholesterol check. Those still feared at risk can be referred to their GPs.

The pilot will run for six months



and more than 1,000 patients could receive the initial checks. The results will be analysed in full, with patient views taken into account.

David Kent, chief executive of Camden & Islington LPC, said getting the service commissioned from the PCT had been "amazingly quick". And despite GPs' reservations about the national screening programme, he said the plan had "sailed through the Local Medical Committee".

Keith Ridge, England's chief pharmacist, confirmed: "We're at the beginning of discussions on how this [the national vascular screening programme] will be implemented, and this scheme can only help in terms of informing that."

Do you support CVD screening?  
zsmeaton@cmpmedica.com



There may not have been any singing, but pharmacists were still trying to impress this week in pharmacy's hottest talent contest. English finalists, including London-based Deanna Gilman (pictured) competed in the RPSGB's Rx Factor. The contest is searching for the "faces of pharmacy" to support Society media campaigns. Finalists were put through their paces and tested in a studio environment. But there were no Simon Cowell-style dismissals in this show, as the results won't be revealed until September 7

## Users leave IT system after fee hike

**The future of the pharmacy system Eclipse looks uncertain, as some users are switching to other suppliers following price increases, C+D has learnt.**

The Eclipse PMR system is provided by Torex, which wrote to customers in June informing them of a 20 per cent price increase for system use and connection to the NHS to begin in July. This would be followed by a further 20 per cent increase in September.

Torex said it had revised prices to "more truly reflect the level of service the customers receive". The company will work with affected customers to ensure service levels are maintained.

Pharmacists then received another letter saying they could move to other systems using the

same N3 service (provided by IMS) at no cost. They needed to give a three-month notice period and the gap between termination and commencement with their new supplier should be no more than one week.

The NPA confirmed it had received calls from members concerned about the price increases. And some Torex customers contacted by C+D have already switched to other suppliers.

Syd Bashford, a customer in Scarborough, said the price hikes had rendered the system non-viable for his pharmacy. And Roger King, another customer in Dorset, said although the system had been good for his pharmacy, he feared the new prices would leave it "doomed." **ZS**



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<sup>1</sup> Burgess IF, Brown CM, Lee PN. Randomised, controlled, single, parallel group clinical trials to demonstrate the efficacy of isopropyl myristate/cyclomethicone solution (Full Marks Solution) against head lice. Pharm Jnl 2008; 280: 371-375.

\*10 minute treatment time refers to two applications, seven days apart.

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## Dispensary TALK

**Have you been threatened or abused at work?**

"I've only been threatened once by a substance misuser. I wouldn't supply methadone because she was lubricated with alcohol. We don't get much problem because of our demographics. I find if you treat people with respect, you get respect back. Generally I find the public lovely."

**David Badham, Stewart Pharmacy, Evesham, Worcestershire**



"No, never. We've never had a problem – we've the respect of our community. Its largely down to the population we serve – we don't have an addict population. If I have any problems at all it's with cheeky schoolchildren – and I know their mums."

**Linda Bracewell, Baxenden Pharmacy, Accrington, Lancs**



### WEB VERDICT:

Yes ☒ 73%  
No ☐ 27%

**Armchair view:** Threats and abuse appear to be a disturbingly commonplace worry for pharmacists. Nearly three-quarters of respondents said they had suffered intimidation at some point in their careers.

**This week:** What type of membership should technicians get to the new professional body? Vote at [www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)

# Minor ailments boycott gets the public vote

» Northern Irish pharmacists secure backing from patients against 'unreasonable' plans

Max Gosney/Rob Finch

**Patients have rallied behind Northern Irish pharmacists' boycott of minor ailments services as the protest stretched into a second week.**

Contractors claimed public support had flooded in after government plans to cap their pay led to 95 per cent pulling out of the service last week.

Petitions against the proposals had quickly filled out, contractors told C+D.

John Hamill, of McMullans Pharmacy on Lisburn Road, Belfast, said: "People are coming in off the street and saying: 'That's ridiculous.' They're disgusted by the proposals and very supportive of our cause."

Oonagh McElhinney, of Bradbury Pharmacy, Belfast, added: "We have a lot of support. Patients think people like myself should be properly remunerated."

Opposition among pharmacists centres around "unreasonable" plans to cap the number of consultations for which they're paid at 1,300 per year. Plans to mystery shop consultations



A poster displayed in some NI pharmacies

have also sparked anger.

Health chiefs claim £1.5 million of fresh funding has been injected into the service, which will treble the number of conditions pharmacists are expected to treat.

However, contractors said funding was still insufficient. One Belfast pharmacist told C+D: "Pharmacy has been sold down the river. We're being asked to provide a service but they're

putting extra conditions on it."

The Department of Health, Social Services and Public Safety said the government was aware of concerns over pay.

A spokesperson said: "We hope we can work with the profession in agreeing a suitable model."

Contract negotiator the Pharmaceutical Contractors Committee (PCC) has requested a meeting with health minister Michael McGimpsey to discuss the boycott.

The DHSSPS said it had launched the revised service outside of the pharmacy contract after four years of unsuccessful negotiations with PCC.

A DHSSPS spokesperson said: "The Department's negotiating team is committed to working with the profession in developing community pharmacy and the minister will be responding to Mr Hannawin's letter of August 1 in the coming days."

Do NI pharmacists have your vote?  
[mgosney@cmpmedica.com](mailto:mgosney@cmpmedica.com)

## News Comment

Terry Maguire

### Money: the force behind ailments row

**When seeking agreement between parties, one sign that negotiations have failed is both parties switching to lobbying a third party and attempting to seize the higher moral ground. This is currently where the NI minor ailments service (MAS) negotiations are.**

The pilot MAS that finished on July 31 was of great benefit: GPs and the public loved it; it was highly cost effective; and it led to improved compliance with local antibiotic prescribing policy. So what has gone wrong?

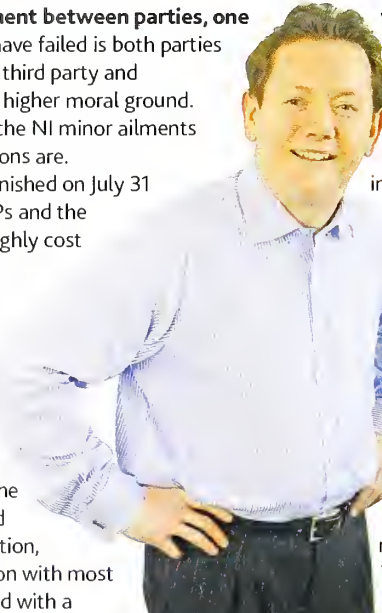
DHSSPS is focusing negotiations on the introduction of the MAS, claiming restricted time for its implementation, whereas PCC, in common with most contractors, is concerned with a

wider agenda – particularly the financial bite from category M and a possible tendering process for generic medicines next year.

It must be remembered that PCC, with the support of the DHSSPS, undertook a cost inquiry last year that showed the pharmaceutical service in Northern Ireland is significantly underfunded. PCC is keen that this wider issue is addressed as part of the new pharmacy contract. So we cannot separate and ignore these wider issues as DHSSPS attempts to force through the contract.

The current sticking points with the MAS are a ceiling of 1,300 interventions per year, per pharmacy – a structure that PCC is unhappy with. And a mystery shopper/test-purchase scheme that has proved controversial. We await renewed negotiation as this is the only solution.

**Terry Maguire is a community pharmacist in Belfast**





"...Like my mouth is on fire.

**My toothache is**

**really painful – one minute**

**it's throbbing, the next it's aching.**

**Sometimes it's a sharp,  
piercing pain**

**that takes my breath away.**

**Eating, drinking, talking**

**seems to make it worse –**

**there's no  
escaping it."**



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(e.g. asthma, rhinitis, angioedema or urticaria) in response to aspirin or other non-steroidal anti-inflammatory drugs. Active or previous peptic ulcer. History of upper gastrointestinal bleeding or perforation, related to previous NSAIDs therapy. Use with concomitant NSAIDs including COX-2 inhibitors. Severe hepatic failure, renal failure or heart failure. Last trimester of pregnancy. Hypersensitivity to codeine, respiratory depression, chronic constipation. Severe heart failure. **Precautions and Warnings:** Bronchospasm may be precipitated in patients suffering from or with a previous history of bronchial asthma or allergic disease. The elderly are at increased risk of the serious consequences of adverse reactions. Use with caution in hypotension and/or hypothyroidism and in patients with raised intracranial pressure or head injury. Systemic lupus erythematosus and mixed connective tissue disease – increased risk of aseptic meningitis. Chronic inflammatory intestinal disease (ulcerative colitis, Crohn's disease) may be exacerbated. Hypertension and/or cardiac impairment as renal function may deteriorate

and/or fluid retention occur. Long-term (particularly at high doses 2,400mg daily) ibuprofen treatment may be associated with increased risk of arterial thrombotic events (Myocardial infarction or stroke). Renal impairment. Hepatic dysfunction. NSAIDs may impair female fertility by a reversible effect on ovulation. GI bleeding, ulceration or perforation, which can be fatal, has been reported with all NSAIDs, with or without warning symptoms or a previous history of serious GI events (withdraw treatment). Caution with corticosteroids or anticoagulants such as warfarin or anti-platelet agents such as aspirin. **Side effects:** Hypersensitivity reactions including (a) Non-specific allergic reactions and anaphylaxis, (b) Respiratory tract reactivity, e.g. asthma, aggravated asthma, bronchospasm, dyspnoea, (c) Various skin reactions, e.g. pruritus, urticaria, angioedema and more rarely exfoliative and bullous dermatoses (including epidermal necrolysis and erythema multiforme)

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Information about adverse event reporting can be found at [www.yellowcard.gov.uk](http://www.yellowcard.gov.uk). Adverse events should also be reported to the Medical Information Unit, Reckitt Benckiser, Hull Telephone (0500 455 456).

**Always read the label.**  **Only available in pharmacies.**



# In the hot seat

**C+D: What's the minimum number of pharmacists the Society needs to sign up to form a viable professional body?**

**JH:** "It's inappropriate to give a number. What I can tell you is we're running a survey to get members' views on membership. I'm an optimist so would like 100 per cent to join but maybe that's a little optimistic."

**C+D: How much will it cost pharmacists to join?**

**JH:** "We're in discussions on the appropriate fee. The ambition is that the fee for the professional body and General Pharmaceutical Council (GPC) membership will not be more than the current retention fee."

**C+D: Why should pharmacists want to join?**

**JH:** "In a word, leadership. There's a clear services and support role. A clear role in education and research. The professional body works with and leads the profession, supporting standards. We can then turn around to the regulator and say you can trust the profession."

**C+D: How much weight will what you say carry with the GPC?**

**JH:** "I think the regulator will listen. The regulator can't work without listening to the professional body."

**C+D: What type of support will you be providing pharmacists?**

**JH:** "I think there are three types. The first is specific products that support pharmacists in their day to day practice. We're about to launch a leaflet on counterfeit medicines

**C+D** puts the RPSGB chief executive Jeremy Holmes in the spotlight on the Society's bid to become the new professional body



[as an example]. The second is what does the profession need in order to meet the requirements of the regulator. A key element of that is continuing professional development. We are better positioned than anybody else to provide that. Finally in raising the professional profile of pharmacy."

**C+D: You named strong**

**leadership as the key reason why pharmacists should join. The Society has been heavily criticised for failing to provide this in the past – why should members believe you can change now?**

**JH:** "I don't think we've failed in the past. I think it's been overshadowed [by our regulatory

role]. There's been a huge amount of valuable work going on here... we haven't been vocal in communicating it."

**C+D: You also mentioned the new body will pride itself on providing member support. However, the Society has taken three years to offer pharmacists guidance on MURs – a key element of the pharmacy contract. Why has this taken so long?**

**JH:** "The reason we're doing an article on MURs [for C+D] is because of some of the experiences of the last three years. We're also doing an MUR audit to help pharmacists measure the quality of MURs undertaken."

**C+D: Surely the disastrous impact of category M is something the professional body or RPSGB could provide leadership on?**

**JH:** "Category M is not something we should be devoting our activities to. We would flag it up to government if we thought it was affecting pharmacy services."

**C+D: Should technicians be allowed to join the professional body?**

**JH:** "You wouldn't expect me to answer that."

**C+D: How confident are you that you can deliver a successful professional body?**

**JH:** "Oh, I'm confident. We've got some work to do. You don't arrive at the building plot if you don't think you can construct the building... we can build it."



## Will you be joining the professional body?

Please fill in and return our survey below and post to: C+D, Riverbank House, Angel Lane, Tonbridge, Kent TN9 1SE

Alternatively fax to: 01732 367065 or email [haveyoursay@cmpmedica.com](mailto:haveyoursay@cmpmedica.com)

Will you be joining the professional body based on what you've heard so far?

Yes ☐

No ☐

Unsure ☐

How much would you be prepared to pay per year to join the professional body?

Less than £50 ☐

£50-£100 ☐

£100-£150 ☐

£150+ ☐

What three things could the organisation offer that would persuade you to sign up?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Name \_\_\_\_\_

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## Rule Britannia

Some people don't realise when they're on to a good thing. Some of my patients wouldn't be satisfied if I personally made gilded pills, delivered them in a gold-plated carriage drawn by four thoroughbred Arabian stallions and handed them over on a beautifully embroidered silk cushion.

"Why haven't you given me my Natrilix SR tablets?" asked one particularly sour-faced old trout the other day.

"The patent's expired Mrs Trout, which means that we have to give you the generic version," I soothe in my most mellifluous tones.

"But the doctor always gives me them ones."

"If you can persuade Dr Tightarse to write Natrilix SR on the prescription then we'll let you have them."

"But these ones are made in China. Haven't you got any what's made in Britain?"

"Natrilix are made in the Republic of Ireland by a French company, Mrs Trout. Not many drugs are made in Britain these days."

Unfortunately Dr Tightarse is a huge fan of anything that keeps his prescribing budget down, but not a great fan of yours truly, so he hand-wrote "Servier brand please" on a Post-it note attached to Mrs Trout's next script for indapamide 1.5mg SR tablets.

I liked Anne's thinking when she suggested that we buy Union Jack stickers for certain patients' medicines, but it sounded certain to land me in a heap of trouble. Margaret and Jean valiantly offered to sing the National Anthem to any of our xenophobic customers but I didn't like the

idea of yet one more reason to stand up while trying to eat my sandwich.

Mrs Trout harrumphs her way round the corner to Y Pharmacy, who wouldn't give her Natrilix either. So she comes back to see me.

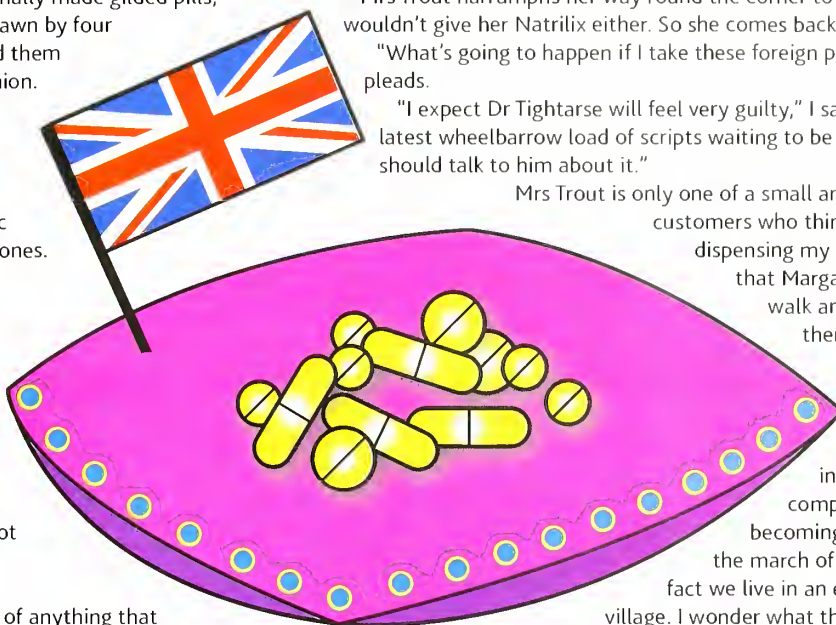
"What's going to happen if I take these foreign pills and die?" she pleads.

"I expect Dr Tightarse will feel very guilty," I say, eyeing up the latest wheelbarrow load of scripts waiting to be labelled. "You really should talk to him about it."

Mrs Trout is only one of a small army of ageing customers who think I should still be dispensing my own nostrums and that Margaret and Jean should walk around the shop with them doing their shopping. If only life was so quaint and simple. Life is getting increasingly complicated and it's becoming impossible to ignore the march of technology or the fact we live in an ever shrinking global village. I wonder what the likes of Mrs Trout would make of C+D's digital version?

There's no need for a Union Jack to convince me – it's great. What a fun way to find out what's happening in the pharmacy world. Trouble is, I don't want to share it. I'm the only one in X Pharmacy who should be looking at the computer screens for fun.

If you missed C+D's digital edition last week, go to [www.chemistanddruggist](http://www.chemistanddruggist) and see it for yourself.



## The D'Arcy angle

John D'Arcy

## MURs: why we must get them done

Ever since their introduction into the English pharmacy contract in 2005, MURs have been the subject of intense comment and debate.

This is hardly surprising as they were the only really new thing in the contract. What is very clear is that MURs are problematic.

Any number of excuses are given as to why they are not getting done: not enough time to fit them in; they are too simplistic in terms of clinical intervention; they are administratively too complex; patients don't like them; GPs don't like them – the list goes on.

We also have the rather interesting scenario where some pharmacists don't agree that MURs are part of their professional portfolio.

But we must get them done for two reasons. The first one is commercially obvious and about money – at £27 a pop and with an upper limit of 400, MURs represent £10,800 bottom line income to pharmacy.

On a more strategic level, MURs are a proxy for engagement with the future role. The profession has been lobbying hard for a more clinically focused role and the MUR represents a significant stepping stone toward getting there.

The future will see increasing use of pharmacists by local commissioners. If you were

a local commissioner, would you invest in the pharmacy that hits its MUR quota or one that has done a small number?

We cannot sit back and reject MURs on the basis that we don't like them; it's too late for that. They are part of the contract we signed up to, and now a key component of pharmacy practice.

So we must get them done.

Top of the list of reasons for not getting MURs done is time. Pharmacies are busy places and pharmacists are busy people.

Key to meeting the rigours of the pharmacy contract will be making the best use of limited time and this will only happen if we make better use of the skills of

the pharmacy team.

Pharmacists need to spend less time on the mechanics of dispensing and more time with patients.

The interaction with patients and the provision of services to them is the future of pharmacy and the area where the money and future profitability will be.

The first step to freeing up time is to delegate routine tasks to pharmacy staff. This can only happen if they are trained properly and empowered to take over some of the routine tasks that have hitherto been the exclusive domain of the pharmacist.

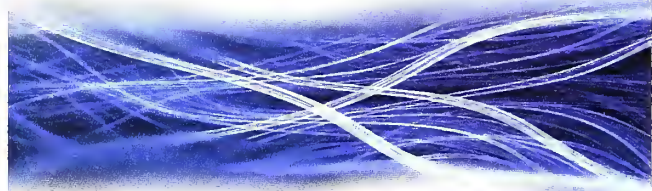
John D'Arcy is interim managing director of Numark





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# C+D Clinical

## Doping in sport

With the Olympics in full swing, this article explains the controversies and which medicines are legitimate

### Key points

- Anabolic agents are the most widely abused drugs in sport.
- Athletes must seek Therapeutic Use Exemption before taking drugs on the World Anti-Doping Agency Prohibited List.
- Athletes may take banned substances unwittingly because of the unregulated supply of performance-enhancing supplements.

David Mottram

The use of substances to enhance performance in sport dates back to the ancient Olympics. The majority of today's athletes use supplements, mostly legal, in order to gain an extra "edge". Unfortunately, some athletes turn to the powerful armament of modern drugs to enhance performance illegally. This article explores the reasons for this, reviews the methods adopted to counter illicit drug use in sport and attempts to explore the extent of drug misuse in sport. Finally, the role of pharmacists with respect to athletes' drug use is discussed.

### Why might athletes take drugs?

Athletes may take drugs for a number of reasons:

- To treat an acute or chronic condition
- Recreationally
- To overcome the effects of injury
- To enhance performance.

In all the above, athletes could be using drugs that appear on the World Anti-Doping Agency (WADA) Prohibited List. For example, beta-2 agonists and glucocorticosteroids, both used to treat asthma, appear on the list. Athletes must therefore seek Therapeutic Use Exemption (TUE) to use these drugs when competing.

As elsewhere, recreational drug use has increased significantly among athletes, as reflected in the dramatic rise in athletes testing positive for marijuana.

A recent study reported that around 60 per cent of athletes take supplements to enhance

### Reflect

What substances are on the WADA prohibited list and under what conditions would an athlete legally be allowed to take some of them? Which painkillers are athletes in competition allowed to take? What role can pharmacists play in anti-doping control?

### Plan

This article covers the reasons athletes may take drugs, which drugs and methods are banned from use, and how samples are taken to detect them. It also describes how pharmacists could help with advice and education.



This article can help in the following CPD competencies: **G1a, G1c, G1d, G1h, C1a, C2c**. See <http://tinyurl.com/68ox7b>



While many athletes use legal supplements, some turn to banned performance-enhancing drugs to give them an edge.



performance. Most supplements are safe to use, but the unregulated nature of their manufacture and supply via sports magazines and the internet means that athletes using such supplements run the risk of taking banned substances inadvertently.

### Who controls anti-doping?

In 1999, WADA was set up to harmonise doping control among all stakeholders, including athletes, sports federations and governments. WADA has produced a World Anti-doping Code and accredits testing laboratories, of which there are currently 33 worldwide. WADA also publishes a Prohibited List of Substances and Methods, which is reviewed annually. The 2008 list is in Table 1 (below).

The criteria that WADA uses to determine whether a substance or method should be included on the list are:

- Is it likely to enhance performance?
- Is it potentially detrimental to health?
- Is it against the spirit of sport?

A substance needs to fulfil only two of the three criteria to be listed. Considering the lack of objectivity in the nature of these criteria and the fact that every drug has the potential to be detrimental to health, it is easy to justify inclusion on the list.

**Table 1**  
**World Anti-Doping Agency List of Prohibited Substances and Methods (January 2008)**

### Substances and methods prohibited at all times (in and out of competition)

- S.1 Anabolic agents
- S.2 Hormones and related substances
- S.3 Beta-2 agonists
- S.4 Agents with anti-oestrogenic activity
- S.5 Diuretics and other masking agents
- M.1 Enhancement of oxygen transfer (eg with haemoglobin-based blood substitutes)
- M.2 Chemical and physical manipulation (ie tampering with samples)
- M.3 Gene doping

### Substances and methods prohibited in competition

- All the categories under Section I, plus:
- S.6 Stimulants
  - S.7 Narcotics
  - S.8 Cannabinoids
  - S.9 Glucocorticosteroids

### Substances prohibited in particular sports

- P.1 Alcohol
- P.2 Beta-blockers

Some drugs are likely to enhance performance only at the time of competing. Other drugs, such as anabolic agents and hormones, are most likely to be taken during training. These substances are subject to out-of-competition testing.

A recent case involving in-competition testing is that of Floyd Landis. Landis "won" the Tour de France in 2006 but tested positive for testosterone. Evidence suggested that the testosterone was exogenous in nature. Landis lost the last of his appeals at the American Arbitration Association in September 2007, and became the first winner to lose the title over doping allegations.

### How is testing conducted?

Within competition, selected competitors are invited to attend the doping control centre at the event. Out of competition, athletes are identified through their sports federation's testing pool and the doping control officer (DCO) can approach the athlete, without prior notice, at a training event or at their own home.

To aid this process, in the UK athletes are required to provide information on their whereabouts for one hour per day, five days a week. The recent case of Christine Ohuruogu illustrated the complexity of the regulations affecting athletes.

Sprinter Christine Ohuruogu served a 12 month ban for a UK Sport's "missed test" rule violation in 2006. She returned from her ban to win a World Championship medal in 2007.

The British Olympic Association forbids athletes who have tested positive from representing Great Britain at the Olympic Games. However, Ohuruogu won an appeal to allow her to compete for Great Britain at the Beijing Olympics as she had not actually tested positive for drugs.

Athletes are required to provide a urine sample under observation by the DCO, and must sign a form declaring they were satisfied with the collection procedure and whether or not they have taken any substances in the previous seven days.

The urine is divided between two bottles, A and B, which are sealed and labelled, then the A sample is tested in a WADA-accredited laboratory using a battery of analytical procedures, including gas chromatography and mass spectrometry.

If the sample is negative, the athlete and his or her sport's governing body are informed. In the case of a positive result, the athlete is required to attend a hearing. The athlete may request and attend a re-test, using the B sample.

### Partnerships with other bodies

There is an increasing trend for organisations responsible for doping control to develop partnerships with law enforcement agencies to fight the

trafficking and supply of prohibited substances.

This has been illustrated recently by the cases of Jan Ullrich and Marion Jones. Track star Marion Jones has never tested positive for drug taking but she was implicated in the 2003 Bay Area Laboratory Co-operative (BALCO) police investigation.

In October 2007, after continued investigations, she confessed to steroid use at the 2000 Sydney Olympics and returned her five medals.

Jan Ullrich, along with 13 other riders, was withdrawn from the T-Mobile cycling team before the start of the 2006 Tour de France. Ullrich and the group of 13 were among 58 riders caught up in the Spanish police investigation into blood doping (Operación Puerto).

The sanctions for a positive test result are stiff. If the offence was within competition, the athlete forfeits all medals, points, prizes etc, as appropriate. In addition, and in the case of a positive out-of-competition result, the athlete serves a two-year ban. At the 2007 World Anti-Doping Conference, it was agreed that this two-year ban may be increased if the offence is deemed more serious (such as being part of a large-scale conspiracy) or decreased if the athlete collaborates with the authorities (eg in the conviction of others).

### How widespread is drug misuse?

The extent is extremely difficult to ascertain, mainly because athletes are reluctant to reveal information on their own or their fellow athletes' drug-taking activities. Media speculation would have us believe the vast majority of athletes are taking performance-enhancing drugs, but official statistics tell a different story.

Table 2 (below) shows the latest statistics from the 33 WADA-accredited laboratories. The percentage of positive results, based on the number of tests conducted, is a mere 1.96 per cent. Are we to conclude that fewer than 2 per cent of

**Table 2**  
**Statistics from WADA-accredited laboratories (2006) – Number of positive results by class of substance**

Anabolic agents	1,966
Stimulants	490
Cannabinoids	553
Beta-2 agonists	631
Glucocorticosteroids	282
Masking agents (including diuretics)	290
Peptide hormones	42
Local anaesthetics	-
Beta-blockers	28
Narcotics	16
Anti-oestrogens	30
Manipulation	4
Enhancement of O <sub>2</sub> transfer	-



athletes are using banned substances?

From Table 2, it is clear that anabolic agents are by far the most widely misused drugs.

Cannabis is unlikely to enhance sporting performance, and the positive results probably reflect its widespread recreational use.

A large number of positives are associated with beta-2 agonists but this figure includes TUEs, where the athlete has been granted leave to use the banned drug for therapeutic purposes.

The number of positives associated with peptide hormones probably belies the extent of their use since it is difficult to determine what constitutes a "normal" level for endogenously occurring substances, and an acceptable test for human growth hormone is still being developed.

The reasons athletes may turn to performance-enhancing drugs include:

- Media speculation: the hype created by the media generates uncertainty in athletes' minds.
- Peer pressure: locker room talk, with or without the direct offer of drugs from fellow athletes, creates pressures on athletes.
- Material reward: there are fortunes to be made through sport, either through hard work or through the apparently simpler route of cheating.
- Availability: traditional means of supply have been simplified through internet access.
- Culture of substance-taking in sport.

As described earlier, the use of substances to enhance performance goes back to the ancient Olympics and the extent of supplement use remains extremely high. In recent years, a number of high profile athletes have claimed that their positive test could have resulted from taking supplements. This was substantiated by a study showing that around 15 per cent of supplements contained pro-hormones that could result in a positive dope test.

Since strict liability rules apply to the doping control procedures, this has led to UK Sport providing the following advice to athletes: "Athletes are solely responsible for any prohibited substance found in their system so should be extremely cautious about which medications and supplements they use."

### Pharmacists' role in anti-doping control

#### As an advisor

Pharmacists are increasingly likely to be asked for information regarding supplements and medicines that potentially contain substances on the WADA list. It has been reported that pharmacists could play a pivotal role as advisors but that they are rarely well enough informed to carry out this role.

However, it is essential accurate advice is given to athletes as their careers depend on it. Up-to-date, specific information regarding drugs can be obtained from UK Sport's drug information database

www.didglobal.com but athletes should always be advised to consult their respective sport governing body for confirmation.

#### As an educator

As health professionals with specific expertise on drugs, pharmacists may wish to offer their services, after appropriate training, as educators to athletes and their supporters and other healthcare professionals. To this end, a number of pharmacists have become Accredited Tutors for UK Sport's 100% ME education programme, a campaign to promote the benefits of drug-free sport

www.uk sport.gov.uk

### Further reading

Drugs in Sport. Ed. David Mottram 4th Edn. (2005) Routledge, London.

World Anti-Doping Agency

www.wada-ama.org

UK Sport www.uk sport.gov.uk

UK Sport Drug Information Database

www.didglobal.com

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David Mottram is a pharmacy practice professor at Liverpool John Moores University, and was the author and editor of Drugs in Sport 4th Edn (2005), Routledge, London.

## Your Continuing Professional Development



### Act

- Read more about the prohibited list on the World Anti-Doping Agency website [www.wada-ama.org/en/prohibitedlist.ch2](http://www.wada-ama.org/en/prohibitedlist.ch2) to see how the system works and the drugs that are covered.
- Read more about therapeutic use exemptions at [www.wada-ama.org/en/exemptions.ch2](http://www.wada-ama.org/en/exemptions.ch2) and the medical best practice treatments for athletes.
- Have a look at the Drug Information Database website at [www.didglobal.com/page/didenqs/home](http://www.didglobal.com/page/didenqs/home) where you can check if a drug is allowed for a specific sport.
- Do any serious athletes obtain dispensed medicines from your pharmacy? How much do they know about the drugs and supplements they should and should not take? Find out if you can offer any help in this respect. (The above website may be useful.)
- Find out more about the 100% ME programme at <http://tinyurl.com/5u567v>
- Read a similar article in the British Medical Journal, which goes into more detail about why and how athletes take drugs and how they attempt to avoid detection <http://tinyurl.com/5n7fbn>
- For more information about what happens in a drug testing laboratory read the interview with Professor David Cowan from King's College Drug Control Centre on the C+D website [www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)

### Evaluate

Could you answer a query about what substances athletes are allowed to take? Could you advise on safe supplements? Do you know how to check if a specific drug is legal?

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## MHRA Alerts

**Celebrex capsules 100mg (celecoxib)** Parallel imports of this Pfizer product supplied for the Libyan market may have been stored and distributed to below the usual EU standards. Only one batch is said to be affected: 810026339, pack size 30 capsules, expiry November 2010.  
<http://www.mhra.gov.uk/Publications/Safetywarnings/Drugalerts/CON023160>

## SPC Changes

**Imodium Plus Caplets (simeticone, loperamide hydrochloride)** Extensive minor revisions. McNeil, 01344 864042, email [crc@medgb.jnj.com](mailto:crc@medgb.jnj.com)  
**Xylocaine 1 per cent and 2 per cent with adrenaline (lidocaine hydrochloride)** New information on porphyria and toxicity. AstraZeneca UK, 01582 836 836, [medical.informationuk@astrazeneca.com](mailto:medical.informationuk@astrazeneca.com)

**Dyloject Vials 75mg/2ml solution for injection (diclofenac sodium)** Extensive revisions including contraindications and warnings. Javelin Pharmaceuticals UK, 0800 066 5446.  
**Gardasil (human papillomavirus immunisation)** Addition of three year data, plus minor revisions. Sanofi Pasteur MSD 01628 587693, email [medinfo@spmsd.com](mailto:medinfo@spmsd.com)  
**Prozac 20mg hard capsules, and 20mg per 5ml oral liquid (fluoxetine)** Changes to warnings on history of attempted suicide and suicidal ideation, and undesirable effects. Eli Lilly & Co, 01256 775569, email [ukmedinfo@lilly.com](mailto:ukmedinfo@lilly.com)  
**Zyprexa 2.5mg, 5mg, 7.5mg, 10mg, 15mg, and 20mg coated tablets. Zyprexa Velotab 5mg, 10mg, 15mg, and 20mg orodispersible tablets (olanzapine)** Information on

alcohol consumption, and weight gain. Eli Lilly & Co, 01256 315000, email [ukmedinfo@lilly.com](mailto:ukmedinfo@lilly.com)  
**Cosopt Ophthalmic Solution (dorzolamide hydrochloride, timolol maleate)** Changes to interactions with other medicinal products and other forms of interaction. Merck Sharp & Dohme, 01992 467272.  
**Fosamax (alendronate)** New information on ulcer, periodontal disease and dental examinations, and use in children. Merck Sharp & Dohme, 01992 467272.  
**Levitra 5mg, 10mg, 20mg film-coated tablets (vardenafil)** Information on interactions and effects on QT interval. Bayer, 01635 563000, [www.bayer.co.uk](http://www.bayer.co.uk)  
**MicardisPlus 40/12.5mg tablets and 80/12.5mg tablets (hydrochlorothiazide, telmisartan)** Extensive minor

revisions. Boehringer Ingelheim, 01344 741286, email [medinfo@bra.boehringer-ingelheim.com](mailto:medinfo@bra.boehringer-ingelheim.com)  
**Cymbalta 30mg hard gastro-resistant capsules, 60mg hard gastro-resistant capsules (duloxetine)** Minor revisions. Eli Lilly & Co, 01256 775569, email [ukmedinfo@lilly.com](mailto:ukmedinfo@lilly.com)  
**Buscopan IBS Relief (hyoscine-n-butylbromide)** Information on anticholinergic properties. Boehringer Ingelheim, 01344 741286, email [medinfo@bra.boehringer-ingelheim.com](mailto:medinfo@bra.boehringer-ingelheim.com)

For more information  
<http://emc.medicines.org.uk>

To get news of SPC changes and new products emailed to you each week, sign up at: [www.chemistanddruggist.co.uk/register](http://www.chemistanddruggist.co.uk/register)

## A Practical Approach

## Cranberry juice

"Hello Belinda", says David Spencer, pharmacist at the Update Pharmacy, as a young woman approaches him with a prescription.

"How are the medical studies going, and how's your training for the marathon?"

"Both well, thanks, although I could do without this recurrent cystitis," Belinda replies.

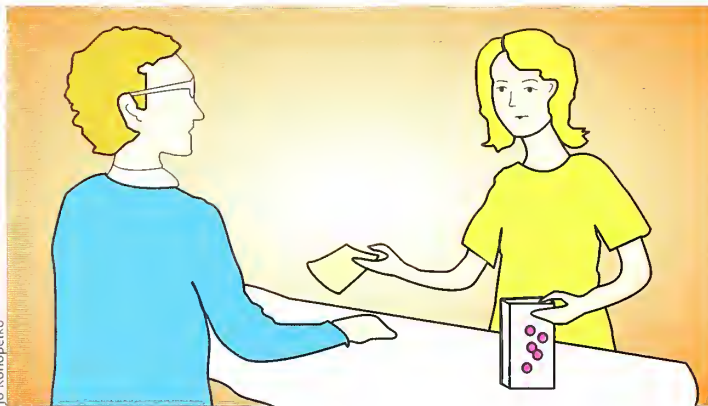
"Is that another prescription for it?" David asks.

"Possibly, but I'd like to talk to you about it first."

"Go ahead," David replies.

"We've established the cystitis is due to E coli, and Dr Adi-Varli's given me a standby prescription for trimethoprim. But I'd rather prevent the attacks than treat them. I'm also concerned about microbial resistance and I'd prefer not take antibiotics if I can avoid it."

"A friend at medical school said cranberry juice is supposed to be an effective prophylactic, and can even treat infections if you take enough. I was wondering if you know how it's supposed to



work and if it really does?"

"Yes," David replies, "I remember you've had several courses of trimethoprim this year. Are you taking preventive measures to try to minimise attacks?"

"I think so, and they have helped a bit. But the attacks are such misery and so disruptive to both my studying and marathon training, I've really got to do something about it. So what do you think about cranberry juice?"

## Questions

1. How is cranberry juice thought to act in preventing UTIs?
2. Is it effective?
3. Is it effective for treating UTIs?
4. What measures can be taken to reduce the possibility of cystitis occurring?

lubricant to prevent trauma and avoid perineal deodorant; reduce intake of coffee and alcohol.  
**References:**  
 1. Howell, AB, Foxman, B. Cranberry juice and adhesion of antibiotic-resistant uropathogens. JAMA 2002; 287:3082-3083.  
 2. Jepson, RG, Craig, JC. Cranberries for preventing urinary tract infections. Cochrane Database of Systematic Reviews 2008, Issue 1.  
 3. Jepson, RG, Mihaljevic, L, Craig, JC. Cranberries for treating urinary tract infections. Cochrane Database of Systematic Reviews 1998, Issue 4.

1. It was originally believed cranberry juice acted through acidification of urine, but recent *in vitro* studies have suggested the predominant mechanism is inhibition of adhesion of bacteria to uroepithelial cells by proanthocyanadin, a compound present in the fruit. It has been found to be effective against both E coli and Pseudomonas spp.  
 2. A recent Cochrane review examined 10 studies and concluded that cranberry juice and products significantly reduced recurrent UTI among women.  
 3. No evidence exists for the efficacy of cranberry for treatment of UTI, and it should not be used as a substitute for antibiotics.  
 4. Void the bladder completely when urinating; avoid delay in emptying the bladder; after bowel motions, wipe from front to back; if sexual intercourse seems to be a trigger, wash the perineal skin before and after, and use a

## Answers

This article can help in the following CPD competencies: G1a, G1c, G1d, G1q, C1a, C1f, C2a. See <http://tinyurl.com/68ox7b>



C+D's  
 A Practical  
 Approach  
 is supported by





# Nice in row over kidney decision

A draft Nice guideline that would not allow patients with metastatic renal cell carcinoma to receive four biological treatments has provoked strong protests.

Cancer Research UK argued trials had shown the treatments had produced extremely encouraging results, and questioned whether Nice's cost-effectiveness criteria were relevant to the treatment of rare conditions, such as cancer of the kidney.

Several trials had been stopped early to allow subjects who were

not receiving the treatments to be given them.

However, Nice has argued that the evidence was not sufficiently robust, and added that the drugs were expensive in relation to the benefits they provided. The treatments have not been accepted by the Scottish Medicines Consortium for use in Scotland.

Cancer Research UK's clinical chief Professor Peter Johnson said the organisation was very disappointed. "These drugs have shown a small but definite

improvement in an illness where there are few alternative treatments.

"This decision once again raises questions about whether Nice's system of appraisal is appropriate for all types of drugs. It is often difficult to get unequivocal research data in rarer cancers, such as metastatic kidney cancer, which have a small patient population."

Cancer Research UK website: <http://info.cancerresearchuk.org/>  
Nice draft guideline on renal cancer: <http://tinyurl.com/renalcarcinoma>

## Clinical News

### CKS's 'minibite' topics

Clinical Knowledge Summaries has launched the first of its new 'minibite' format summaries. The subjects include the red eye, rosacea, disease modifying anti-rheumatic drugs, shingles and post herpetic pain.

<http://cks.library.nhs.uk>

### Coxibs pass stroke test

Current use of rofecoxib and valdecoxib may increase stroke risk, but most coxibs showed no increase in a retrospective study published by the journal Stroke. <http://tinyurl.com/strokestudy>

### Simvastatin warning

FDA officials have warned health professionals in the USA not to prescribe more than 20mg per day of simvastatin for patients taking the heart rhythm treatment amiodarone. Higher doses increase the risk of rhabdomyolysis, the agency said. <http://tinyurl.com/fdawarning>

## Nice favours influenza prophylaxis

Nice Appraisal Committee members have issued a Final Appraisal Determination in favour of influenza post-exposure prophylaxis with oseltamivir and zanamivir in high risk patients if certain criteria are met.

The FAD is subject to a consultation that closes on August

22. It says that the influenza must be circulating, and that the patient must have been in close contact with someone with symptoms of influenza within the timescales specified by the drugs' marketing authorisations.

The choice of treatment is to be made in consultation with the

patient, taking account of drug delivery, potential adverse effects and contraindications.

If all other considerations are equal, the cheaper drug should be used.

Nice FAD on influenza prophylaxis: <http://tinyurl.com/fludraft>

## Product News 16 August 2008

# Blink vials go on trial

A sample size pack has been added to the Blink eyedrops range from AMO.

The five-vial pack is expected to appeal to new customers wanting to try the brand and existing users as a small pack to carry around.

Described as an advanced lubricating eyedrop, the product offers a lasting solution to dry, irritated or uncomfortable eyes, says AMO.

With polyethylene glycol 400 and viscosity enhanced with sodium hyaluronate, the drop is said to hold moisture in the eye for over 60 minutes.



**Price** £1.89

**Pip code** 339-4780

Advanced Medical Optics

Tel: 0800 376 7950

## Eyecare hat trick

A three-in-one eye make-up remover has been launched by Johnson's, expanding the brand's three-in-one facial range.

The product has two layers that work together to remove eye make-up – including waterproof mascara – condition and fortify and eyelashes and care for the skin around the eyes, says manufacturer Johnson & Johnson.

**Price** £2.99/100ml

**Pip code** 329-8831

Johnson & Johnson

Tel: 01628 822222

# Sweet addition boosts Dr Stuart's offering

Herbal tea producer Dr Stuart's has branched out into confectionery with a range of herb candies.

The sweets come in four flavours: peppermint & eucalyptus,

echinacea & cherry, chamomile & manuka honey and apple & ginger.

They are made using active botanical quality herbs, says Dr Stuart's, with the highest

concentration of essential oils.

The sweets are presented in a 175g tin, with designs consistent with the distinctive packaging of the company's tea range.

**Price** £2.79/175g

Dr Stuart's

Tel: 01903 740530



# Nytol's sleeptalking on TV

Sleep aid brand Nytol from GSK has hired the talents of the Aardman animation studio, famous for producing Wallace and Gromit, for its new TV commercial.

Due to be screened nationally from August 20 until the end of October, the ad features a modelling clay character named Joan who is exhausted through lack of sleep.

On discovering Nytol, she drifts off to sleep and is next seen waking up refreshed and ready to go in a boisterous family scene.

The familiar strapline 'Good mornings follow a good Nytol' ends the ad. The campaign

represents a £1.1 million media spend, reports GSK.

Reinforcing the TV activity is a £200,000 press campaign spanning 19 women's titles such as Prima and Marie-Claire, running from late August until early October.

Online, search engine optimisation is being used to direct internet users to the brand's website which is currently being overhauled.

#### Product info:

GlaxoSmithKline Consumer Healthcare [www.nytol.co.uk](http://www.nytol.co.uk)  
Tel: 0845 762 6637



## Breathing new life into strips

A new consumer website and revamped packaging are invigorating GSK's Breathe Right nasal strips brand.

The redesigned packaging features a man and woman and aims to give improved on-pack messaging.

Its key communication, that the strips work by opening the nasal passages to 'Breathe better. Relieve nasal congestion. Reduce snoring' aligns packs more closely to the TV ad strapline 'Breathe better.

Sleep Better. Breathe right.'

Online, the website aims to give consumer-friendly information to boost understanding of nasal congestion and its causes and explain how the nasal strips work.

A demonstration of how to fit the strips to the nose is included.

#### Product info:

GlaxoSmithKline Consumer Healthcare, tel: 0845 762 6637  
[www.breatheright.co.uk](http://www.breatheright.co.uk)



### Products in brief

#### Ahava's new duo

Ahava has extended its Source Dead Sea skincare range with the launch of two moisturisers. Suitable for all skin types, Protective Moisturiser SPF15 boosts the skin's elasticity and hydration while protecting against UV damage. Smoothing Moisturiser is designed for combination skin and provides hydration while ridding the skin of unwanted shine. Ahava UK, tel: 01452 864574.

## Comfifast grows up

Synergy Health has extended its offering for eczema sufferers with the introduction of Comfifast Easywrap suits for adults.

Each suit comprises a vest and leggings made from lightweight, breathable, stretchy material and suitable for machine washing up to 30 times.

The small, medium and large sizes are all available on the Drug Tariff. They can be used day and night in conjunction with either the wet or dry wrapping bandage technique, says Synergy.

The adult suits join the tubular bandages and suits for children and teenagers already available.

**Prices:** see C+D Monthly Pricelist Synergy Health  
Tel: 0161 624 5641



For on TV this week see:  
[www.chemistanddruggist.co.uk/prodnews](http://www.chemistanddruggist.co.uk/prodnews)

## Pain relief training

GlaxoSmithKline Consumer Healthcare has launched pain relief training for pharmacy assistants.

Six free training modules will be available to download from [www.vmypharmacist.co.uk](http://www.vmypharmacist.co.uk). Using quizzes, tests and Q&As, the units cover how and why the body sends pain signals to the brain, how to recognise common types of pain, and pain reliever ingredients, how

they work and who they are suitable for.

The training aims "to deliver information in a fun and interesting way", according to GSK.

#### Product info:

GlaxoSmithKline Consumer Healthcare  
Tel: 0845 7626637





# New from Pharma Nord

BioActive Q10 Uniquinol is a new supplement from Pharma Nord.

The product provides Coenzyme Q10 in its reduced form as ubiquinol, said to be more easily absorbed and therefore more suitable for certain people including the elderly, people with liver or pancreatic disease, or following digestive tract surgery. A lack of Coenzyme Q10 is associated with tiredness and muscle weakness, says the company.

Presented in light and air-proof packaging to protect the active ingredient, the product is guaranteed stable through its



shelf-life, says Pharma Nord. Packs of 30, 60 and 150 30mg capsules are available alongside 100mg caps in 60s and 150s.

**Prices from £9.95 (30x30mg) to £89.95 (150x100mg)**  
Pharma Nord  
Tel: 01670 519989

# Catch the Nurofen Express

Nurofen Express is being promoted as part of a campaign linked to a European patient survey on pain management.

The study found that despite patients trusting pharmacy advice, 17 per cent still made their own decisions about medicines based on personal experience, leading many to take medicines at the wrong doses or frequency.

Nurofen Express is recommended for headaches, backache, period pain and



migraine. It comes in ibuprofen liquid capsules and ibuprofen sodium caplets, and in pack sizes from 10s to 30s.

**Product info:**  
Reckitt Benckiser  
Tel: 0500 455 456  
[www.painprofiles.com](http://www.painprofiles.com)

# Neutrogena trio

Three new products in the Neutrogena Visibly Clear Spot Stress Control range are being launched exclusively for members of the Alpha Pharmacy virtual chain. Exclusivity will last until the end of October.

Neutrogena is supporting the launch with television advertising, point of sale materials and counter assistant training. A 'two for £5' offer is being funded by Neutrogena during September and October.

The new trio comprises daily foam wash, daily scrub and hydrating spot treatment.

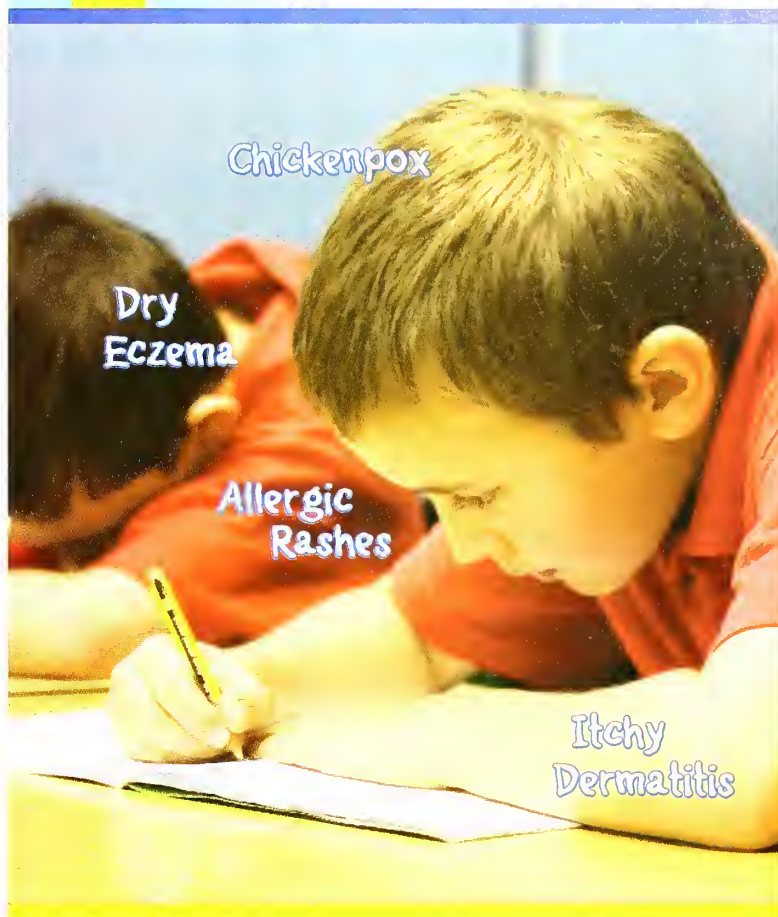


**Price £4.49**  
Alpha Pharmacy  
Tel: 0208 974 4029



# Eurax

One Solution



## Back to School Skin Ailments

Back to school time can bring skin ailments for children. Eurax is the only GSL product indicated to relieve the itching and irritation caused by Chickenpox as well as dry eczema and itchy dermatitis, making it a medicine cabinet essential.

- The No.1 product in the anti-itch market\*
- The only product to contain crotamiton
- Helps Stop itching fast
- Up to 10 hours relief

## Trust Eurax

for 10 different skin irritations

- ✓ Itchy dermatitis
- ✓ Dry eczema
- ✓ Allergic rashes
- ✓ Insect bites & stings
- ✓ Hives
- ✓ Nettle rash
- ✓ Heat rash
- ✓ Sunburn
- ✓ Chickenpox
- ✓ Personal itching



Contains Crotamiton

Legal Category: GSL  
For more information contact the PL holder:  
Novartis Consumer Health, Horsham, RH12 5AB.  
TEL: 01323 410000 FAX: 01323 410001

NOVARTIS





# School's In

The back to school period offers plenty of scope for pharmacies to get involved with both children and their parents. **Kathy Oxtoby** offers a few pointers

It's the end of the long summer holidays and time for parents to send their children off to school or nursery. But the 'back to school' season is also an ideal time for you to support children and their families to make sure their first term is a healthy one.

From verrucas and tummy aches to coughs and colds and chickenpox, pharmacists are perfectly placed to offer advice and products to help parents deal with a host of health problems that can affect their children.

With the start of a new school year comes an increase in demand for particular products, says Sheila Harrison, of Hesketh Bank Pharmacy in Preston.

"We get more requests for swimming caps and verruca socks and also do more minor ailments treatments," she explains.

You can make the most of this boost to business by running back to school offers. For example, from late August to mid September, Boots is offering customers a free Brain Games CD-Rom when they buy any kids' vitamin, medicine or verruca product.

From this August at Tesco, customers who spend £4 or more on products from the pharmacy counter will receive a free Back to School Healthcare Pack for Parents, containing five product samples and an information booklet on back to school healthcare, including money-off coupons.

Come September head lice infestation is a common problem among youngsters. While raising awareness, letters

sent out to notify families of the condition can also give rise to more serious concerns, says Oliver Carter, who manages Rowlands' Fratton Road branch in Portsmouth.

"There is a stigma attached to these letters and the potential for those who are affected to be bullied as a result. Prevention is a much better alternative, so parents should regularly check their children for head lice," he advises.

Recognising that not every parent knows how to identify or treat head lice, Rowlands pharmacists hand out leaflets and instructions to parents at the end of the school day, to raise awareness of the condition and its management.

Following a successful pilot scheme run by the Fratton Road branch with nursery schools in the Portsmouth area in 2006, this summer Mr Carter and his colleagues are preparing head lice information and special back to school packs to present to local schools in the Paulsgrove region at the start of the new term in September. Feedback on the scheme has been "brilliant" and has also been good for business, Mr Carter says.

"People have been queuing out the door as a result of this approach. As well as increasing sales, it establishes a link with people to come to us for advice on other health conditions."

Visiting schools can be a great way for you to educate children and staff about all sorts of health issues.

Ceri Williams, who manages Rowlands pharmacy in Porthmadog, Gwynedd, has built up a strong relationship with the local school, making regular





visits to give advice on smoking cessation.

A phone call to the local school to find out what kinds of health promotions they were doing was all it took to start that relationship. The school was keen to get involved and, as a result of going out into the community, Ms Williams has seen an increase in the number of youngsters coming to her for advice. Her work has received a positive response from parents and earned her a nomination for this year's C+D Awards.

If you would like to go into schools and give talks on medication, you can access a range of support materials from Ask About Medicines (AAM).

The Asking About Medicines As We Grow Up pack, supported by the NPA and the Department of Health, covers Key stages 1, 2 and 3 and is designed for healthcare professionals to help children use their medicines safely and effectively. Materials can be downloaded from the AAM site and include lesson plans and a standard introductory letter to schools.

Jon Pike, spokesman for AAM, says the scheme is "a great opportunity for pharmacists to engage with their customers of the future".

Judy Willits, project director for AAM, trialled the pack at her local school and was "amazed to see how the children really got into the activities".

"At the end of the session, the children said that next time they were given medicines they would ask questions about





**MAKE No.1 SELLING HEDRIN**



# NEW FROM THE No.1 HEAD LICE TREATMENT\*

- **Research confirms it** – mums love the idea of the new Hedrin point-and-shoot trigger spray.
- **The same brand-leading formula** – the only licensed treatment that does not contain pesticides: no resistance problems, no odours, no laborious combing, all the unrivalled efficacy of Hedrin 4% lotion to eradicate head lice.
- **Even easier to apply** - particularly on long hair and for self-application.
- **Powerful support** - £multi-million TV advertising campaign.

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### Hedrin kills lice in the lab – 100% Success

- In-vitro studies have shown that lice coated with Hedrin under laboratory conditions are all killed.<sup>1</sup>

### Hedrin kills lice in humans – 97% Success

- A new Clinical Trial conducted in Manisa province, Turkey in April and May 2008<sup>2</sup> has demonstrated that Hedrin has 97% efficacy in-vivo.

### New Study on How Hedrin Works

- New Mode of Action Study (copies available from Thornton & Ross) has been undertaken which uses evidence-based data to describe how Hedrin 4% dimeticone lotion kills head lice.



## USE YOUR HEAD USE YOUR HEDRIN

\*IRI £Sales 52 w/e 17 May 08

<sup>1,2</sup> Data on file

**Product Information:** Hedrin 4% Lotion Spray. **Presentation:** cutaneous solution containing 4% dimeticone w/w. **Indications:** for the eradication of head lice infestations. **Dosage and administration:** Adults and children over 6 months: Apply sufficient lotion to cover dry hair from the base to the tip to ensure that no part of the scalp is left uncovered. Work into the hair spreading the liquid evenly from roots to tips. Allow hair to dry naturally. Hedrin should be left on hair for a minimum of 8 hours or overnight. Wash out with normal shampoo, rinsing thoroughly with water. Repeat the treatment after seven days. **Contraindications:** Hypersensitivity to any of the ingredients. **Precautions and Warnings:** Discontinue at the first appearance of a skin rash or any other signs of local or general hypersensitivity. For external use only. If accidentally introduced into the eyes, flush with water. **Side Effects:** Minor adverse events include an itchy or flaky scalp and dripping/irritation around the eyes. **Product Licence Holder:** Thornton & Ross Ltd, HD7 5QH **Legal Category:** P **Price (MRRP ex VAT):** 120ml £10.20 Trade £7.14 **Product Licence No:** PL00240/0137 **Date of preparation:** June 2008

Available  
on FP10

# YOUR No.1 RECOMMENDATION



## The MedicAlert foundation

A charity which provides life-saving identification for children with hidden medical conditions and allergies is urging pharmacists to spread the word about its service.

The MedicAlert Foundation provides members with bracelets or necklets engraved with the wearer's main medical condition(s), personal ID number and a 24-hour emergency telephone number.

Chris Lunn, MedicAlert's head of communication, says: "We are keen to work with as many pharmacists as possible to ensure people with hidden medical conditions can benefit from the service, and we would urge them to stock our literature."

To find out more call 0800 581 420 or visit

[www.medicalert.org.uk](http://www.medicalert.org.uk)

them, which was the one message we wanted them to go away with."

Ms Willits says facing 30 kids was "daunting" but the support materials made delivering the lesson "a fairly straightforward process".

"All pharmacists are more than competent to do this and I'm sure that, like me, they would find the experience unbelievably rewarding," she says.

Another way you can help children and their families is to get involved with charity schemes that support people with certain conditions.

This September, the National Eczema Society is relaunching its schools pack – a series of free

materials available in hard copy, online and CD formats, designed to help school children understand more about eczema and to interact better with classmates with the condition.

The charity's chief executive Margaret Cox wants more pharmacists to get involved in delivering the materials to

|| This is a great opportunity for pharmacists to engage with their customers of the future ||

schools. "Pharmacists have a huge potential role around childhood eczema as they are the main contact for lots of children with the condition, and their parents.

"We would encourage pharmacists to get in touch with us for a free pack and to contact a school and deliver a lesson."

Asthma UK has a variety of free materials pharmacists can order, such as the Asthma Attack Card, to be carried by people with the condition so those around them know what to do if they have an attack.

There's also a Your Guide to Asthma booklet for pharmacists to hand out, which provides basic information about the condition.

The back to school season is an important time for pharmacists to engage with families and cement their relationship with a community. It is also a way of targeting children's health – a key category for community pharmacy.

"The advice and recommendations from a pharmacist are key to gaining consumer loyalty and confidence, as this is advice they cannot get from the supermarket shelf," says Mimi Lau, Numark's professional services director.

For pharmacists like Mr Carter, being able to play a bigger role in promoting child health represents "a great opportunity to get across healthy messages to young people".

"Educating people from an early age would prevent a lot of health problems in the future – and pharmacists are well placed to do this."

## Isle of Wight MUR Scheme

Children living in the Isle of Wight will be able to take part in an MUR-style scheme this September.

The pilot asthma project, established by Hampshire & Isle of Wight LPC and the PCT, will focus on checking inhaler techniques. The process will be the same as an MUR but aimed at the child and their parent or carer.

Under current legislation, MURs cannot be carried out on children under 14 unless they can give informed consent. Parents cannot give consent on their behalf.

However, Patrick Leppard, deputy chief officer for the LPC, believes "children could benefit from the sorts of insights they may get from an MUR".

He says: "We hope the scheme will demonstrate that MURs are safe and useful for this age group, and that this will encourage the government to change the rules a little."

Further information:  
Ask About Medicines  
[www.askaboutmedicines.org](http://www.askaboutmedicines.org)  
for information about the Asking About Medicines As We Grow Up pack.  
National Eczema Society, tel: 0800 089 1122, email: [professional@eczema.org](mailto:professional@eczema.org) or visit [www.eczema.org](http://www.eczema.org) for a free school pack.  
Asthma UK, tel: 08456 63 81 43 or visit [www.asthma.org.uk](http://www.asthma.org.uk) for free materials about asthma.



"I want the strongest  
thing you've got for  
head lice, please..."

'Get the Nitty Gritty comb  
with the twiddly bits...  
**it's fantastic!**  
Jonathan Ross *BBC Radio 2*



# Strong.

But that's not all.

**Safe.  
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No chemicals.  
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**No more nits?  
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Love it to bits!**

**Nitty  
Gritty**

**Winner!**

**The Daily Telegraph**  
**Homing Instinct**  
**Family Friendly Award**

"Lost count of the number of  
parents and teachers who tell me  
how brilliant the NitFree Comb is"  
Rebecca Abrams **Daily Telegraph**

"Rolls-Royce of nit combs"  
**The Guardian**  
"Five Quick Fixes For  
Family Emergencies" **The Times**

Ceuta Healthcare  
01202 780558

[www.nittygritty.co.uk](http://www.nittygritty.co.uk)





# Products



## Full Marks on the school run

Full Marks Solution is back on TV from August 18 for four weeks targeting the back to school season.

SSL International is also supporting the head lice brand with a poster campaign in the Midlands targeting mums on the school run.

Full Marks Solution is available in 100ml, 200ml and 300ml variants and contains cyclomethicone and isopropyl myristate and should be applied all over the hair and scalp and left for 10 minutes with a second treatment seven days later.

SSL International, 0161 654 3003, [www.headlice.co.uk](http://www.headlice.co.uk)

## Year-long support for Kool 'n' Soothe

The Kool 'n' Soothe brand is being supported by a marketing campaign throughout 2008.

Sampling to healthcare professionals and a pharmacy sales promotion are driving the campaign.

The soft gel sheets are suitable for use on children aged one and over and do not need to be refrigerated. They are available in a four-pack (rrp £2.59) and an eight-pack (rrp £4.59).

Kobayashi, 020 89879976,

[www.kobayashihealthcare.com](http://www.kobayashihealthcare.com)



## Hedrin takes a spray to head lice

Thornton & Ross is launching a spray version of its Hedrin head lice treatment, backed by a multi-million pound TV advertising campaign.

The new point-and-shoot Hedrin Spray (RRP £11.99 for

120ml) format has the same efficacy as the original Hedrin Lotion (RRP £4.99 for 50ml, £11.49 for 150ml) which is said to eradicate head lice without pesticides. A Hedrin Headlice Detection Comb is also available (RRP £2.99). Thornton & Ross, 01484 842217,

[www.hedrin.co.uk](http://www.hedrin.co.uk)



## Vosene Kids aren't nice to lice

Vosene has launched a range of kids' shampoos designed as head lice preventative treatments.

The range includes Vosene Kids 3-in-1 conditioning shampoo (£1.89) and Leave-in Spray (£2.49), both with head lice repellent.

Both products contain tea tree oil and lemon eucalyptus – said to prevent head lice.

The leave-in spray can be applied to washed, damp or dry hair in between washes.

Lornamead, 01276 674000.



## Delousing myths with Nice 'n Clear

A recent survey on behalf of Nice 'n Clear found head lice are a problem for 72 per cent of UK parents and, despite being a common ailment, confusion is rife regarding treatments.

Nelsons, manufacturer of natural healthcare products, is breaking down stigmas by educating children and parents about how to deal with the problem.

Nice 'n Clear (200ml RRP £9.49) is made from some 30 natural compounds. Nelsons 0800 289 515, [www.lice.co.uk](http://www.lice.co.uk)







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CMP Medica Ltd  
Ludgate House  
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## Recruitment

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#### Regional Development Manager

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With over 1,700 pharmacies, some 22% of the UK population lives within the immediate catchment area of a Lloydspharmacy. In fact, our commitment to championing the health of the nation means we operate right at the heart of communities up and down the country.

Joining our Property & Development Department, you'll make sure we have outlets in all the right places, right across the North of England. You'll make proposals to the board on where we should be opening new operations and whether we should be relocating existing ones. It means you can expect exposure to the whole of our organisation, and to our most senior managers.

Similar experience within the retail pharmaceutical sector is essential, as is a degree level education or equivalent. Your financial and analytical abilities will be backed up by excellent interpersonal skills and you'll also bring good attention to detail, computer literacy and a full driving licence.

If you'd like to help steer our direction and drive our growth, email your CV with salary expectations to  
[hrsscruitment@lloydspharmacy.co.uk](mailto:hrsscruitment@lloydspharmacy.co.uk)



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## Business Wanted



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# postscript

What have you and your team been up to lately?  
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Email [postscript@cmpmedica.com](mailto:postscript@cmpmedica.com)

## Pharmacy, royalty and evolution

A 182-year-old pharmacy company that once served Charles Darwin and King George V has created an archive and exhibitions of its history.

The original 1826 Lindsay & Gilmour branch on Elm Row, Edinburgh, is understood to have supplied medicines to the eminent evolutionary theorist while he was at Edinburgh University, and once held the chemist warrant to the king.



It is now showing an exhibition of the independent chain's history, created by archivist Rory Vereker (pictured), including medicine labels, glass tincture bottles and prescription books.

The display is part of a series that has been travelling around all of Lindsay & Gilmour's 24 branches.

## Web comment of the week

**RPSGB boss: join professional body and show commitment**

Posted by Graeme Stafford, on 04/08/2008 22:42

Please tell me these are mis-quotes otherwise this is just about the most depressing article I've read about the state of the RPSGB thinking since first registering 32 years ago



Have your say on C+D's website  
register for free at [www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)

## Student celebrations

## Racing for cancer



Pharmacy students have been showing off their silverware this month.

The multiples have been celebrating their pre-registration

pharmacists. Adam Lee (pictured right), of the Altrincham Tesco Extra store, was named Tesco Pre-Registration Pharmacist of the Year. And Sarah Vize, at Lloydspharmacy's Burwell, Cambridgeshire branch, was named Pre-Registration Graduate of the Year.

Meanwhile, Michelle Murphy graduated from John Moores University with both a first class honours degree in pharmacy and the university's prize for best student performance.

For Sinead McHugh of Sunderland University, cash, rather than silverware, was the order of the day. Sinead scooped a £250 prize from the Co-operative Pharmacy Association after gaining the highest overall marks in the two final year modules of her course.

Avicenna staff have raised more than £1,500 for cancer research after completing a 5km Race for Life in Regent's Park.

The girls said they had sunshine and excellent weather conditions, and made it around in less than an hour.

They plan to make the race an annual tradition and have promised to spice things up with tutus and tiaras next year.



## Pop stars promote skin safety in the sun



Boots has teamed up with two pop duos to encourage the nation to protect themselves against skin cancer.

Apparently, Atomic Kitten Liz McClarnon gets bandmate Natasha Hamilton (above) to check her moles while they are "getting ready before a girly night out".

Now the pair are encouraging other Brits to team up with a Mole Mate, after a Boots survey found 45 per cent found it hard to check their moles in hard-to-reach areas such as their backs.

Meanwhile, X-Factor contestants Same Difference have recorded an updated version of Heads, Shoulders, Knees and Toes in a bid to persuade children to apply sun cream.

The Making Suncare Fincare campaign was launched after Boots research revealed that a third of children had hidden from their parents to avoid sun cream and 28 per cent had lied to their parents about putting it on.

## Preventing health

PostScript was intrigued to receive an email recently from a "public health prevention manager" based in a London PCT.

Perhaps this goes some way to explaining the poor state of the nation's health?

Have you spotted any other baffling job titles? Email [postscript@cmpmedica.com](mailto:postscript@cmpmedica.com)



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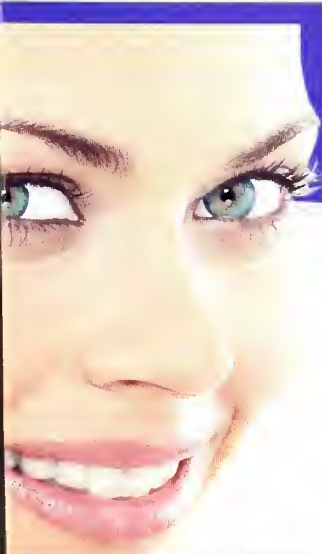
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This Supplement updates the latest Chemist & Druggist Monthly Price List. It provides a list of amendments for this week only. This supplement should not be discarded until receipt of the next monthly price list. Trade prices are per unit unless otherwise stated.

Italic figure (0.14) is the manufacturers recommended price. Light upright (0.14) is a suggested guide. a = price advanced. r = price reduced. ● = new entry. d = deleted. c = change or correction. i = insert. **Two simple rules for price checking.** 1. Look under 'This Week's changes'. If price is not listed. 2. Refer to the last main price list. Price is latest notified.

### This week's changes to the August Price List.

			PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail		
4711 (Beauty Products)	after shave	BP740277-100ml	227-1807	3.40	S	6.00	i	spirulina tablets	540 232-2485	21.53	S	37.95	d	
	body lotion	BP740505-200ml	223-9994	2.55	S	4.50	i	spirulina tablets refill	540 232-2493	19.86	S	35.00	d	
	body spray	BP04950000-100ml	239-9541	1.70	S	2.99	i	essential oils						
	cologne	BP740383-50ml	045-7341	5.11	S	9.00 SL	i	celery seed	10ml 264-2080	5.39	S	9.50	d	
		BP740376-100ml	000-1065	7.94	S	14.00 SL	i	cubeb seed	10ml 264-2189	4.53	S	7.99	d	
	cream soap	BP740475-100g	224-0000	1.42	S	2.50	i	dill seed	10ml 264-2221	2.98	S	5.25	d	
		BP740482-3 x 100g	263-6413	3.94	S	6.95	i	parsleyseed	10ml 264-2619	5.65	S	9.96	d	
	deodorant roll-on							ACULAR (Allergan)						
								(ketorolac 0.5%)						
	deodorant spray	BP740321-50ml	227-1773	2.41	S	4.25	i	ophthalmic solution	5ml 231-2791	5.00	S		PM	c
molanus cologne		BP740291-150ml	208-1602	2.55	S	4.50	i	ADIPINE XL (Trinity-Chiest Pharms)						
								(mfedipine)						
		BP740161-40ml	280-2767	4.54	S	8.00 SL	i	tablets	30mg 28 258-0041	5.89	S		PM	c
		BP740062-200ml	000-1057	15.60	S	27.50 SL	•	60mg 28 258-0587	8.84	S		PM	PM	c
		7400480-400ml	047-6671	23.83	S	42.00 SL	•	ASSURA (Coloplast)						
		BP740062-800ml	047-9071	39.15	S	69.00 SL	i	one-piece open bags						
								paediatric	10mm	65.40(30)	S		DT	
	shower gel							opaque 2110 211-8917						a
		0484 0002-200ml	208-1594	2.55	S	4.50	i	ASSURA INSPIRE (Coloplast)						
	tissue pack	BP740246-10	085-7490	1.42	S	2.50	i	one-piece drainable pouch						
cologne	refillable spray							with hideaway outlet						
								maxi		85.90(30)	S		DT	
		BP740642-30ml	085-7565	5.11	S	9.00 SL	i	cut-to-fit softcover 13870 278-5285						a
		BP740622-90ml	085-7573	8.48	S	14.95 SL	i	midi		85.90(30)	S		DT	
	stick	7405290-20ml	292-2078	2.55	S	4.50 SL	i	cut-to-fit softcover 13840 278-5228, softcover 13844 25mm 278-5251						a
	watch bottle	BP740123-25ml	045-7358	2.84	S	5.00 SL	i	softcover 13845 30mm 278-5236, softcover 13846 35mm 278-5244						a
	ice							mini		85.90(30)	S		DT	
								cut-to-fit softcover 13810 278-5277						a
	deb-on	BP740604-40ml	227-1799	2.55	S	4.50	i	ASSURA INSPIRE SEAL (Coloplast)						
	deodorant spray							one-piece pouch						
shower gel		BP740864-150ml	340-4357	2.55	S	4.50	•	with hide-away outlet						
	stick	BP740673-200ml	260-6960	2.55	S	4.50	i	midi cut-to-fit	15-33mm	27.74(10)	S		DT	
	eau de cologne	BP740871-20ml	289-3352	2.55	S	4.50	i	design 14108 282-1916						a
	splash	BP740659-100ml	260-6903	8.51	S	15.00	i	<b>ATKINSONS (Beauty Products)</b>						
	spray	BP740857-30ml	340-4365	5.11	S	9.00	•	men's skin treatment						
	<b>ABSOLUTE AROMAS (Absolute Aromas)</b>							anti wrinkle firming cream	82406515-50ml	340-4498	13.30	S	25.00	•
	organic shave oil	OR200-15ml	340-4621	9.72	S	17.13 GSL	•	anti-fatigue lifting gel	82406514-50ml	340-4480	11.97	S	22.50	•
	SOS bombons	232-1024	22 48(8)	S	4.95	d		delicate shaving cream	82406509-100ml	340-4449	5.32	S	10.00	•
	aromabou							eau de toilette vapo	82406516-90ml	340-4506	13.30	S	25.00	•
	pads	10	2.26	S	3.99	d		hydro repairing aftersave	82406510-100ml	340-4456	10.64	S	20.00	•
unwind 280-9960, uplift 280-9986														
audio cassettes			6.78	S	11.99	d								
magical retreats 315-4903														
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		PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail				
I Colantali	long lasting deodorant	82406518-100ml	340-4514	5.32	S 10.00	*		instant liquid nail hardener	14.8ml	017-4524	6.91	S 14.00	a		
	protective pre-shaving cream	82406511-100ml	340-4464	6.38	S 15.50	*		intensive foot treatment	170g	340-3896	8.89	S 18.00	*		
	regenerating shower gel	82406518-200ml	340-4522	5.32	S 10.00	*		intensive hand treatment cream	113.4g	240-2139	11.85	S 24.00	a		
	revitalising moist cream	82406513-50ml	340-4472	11.17	S 21.00	*		intensive nail renewal	14.8ml	017-5380	7.16	S 14.50	a		
	aromatic bodycare water of japanese yuzu	81012212-150ml	291-1014	6.91	S 13.00	i		luxury lip balm	285-5757	5.41	S 10.95	d			
	aromatic fragrance of guajaco wood	81012215-50ml	266-7442	9.04	S 17.00	i		nail brightener	14.8ml	340-3797	7.65	S 15.50	*		
	aromatic soap	81012219 304-4385, with illipe butter 81012209 222-7171	210	2.10	S 3.95	i		nail polish acetone-free	118ml	340-3946	5.43	S 11.00	*		
	in a crock	81012196-150g	340-4746	3.72	S 7.00	*		nail rebuilding protein	14.8ml	217-5545	7.65	S 15.50	a		
	chinese leg & foot massage with sophora japonica	81012207-100ml	246-0392	6.91	S 13.00	i		nail strengtbenier cream	14g	018-4218	4.81	S 9.75	a		
	deep massage body cream with myrrb	81012195-200ml	222-7205	14.63	S 27.50	i		nail underwear	28.35g	018-4440	7.90	S 16.00	a		
deodorant milk with hibiscus	81012222-400ml	266-7467	22.87	S 43.00	i		natural nail camouflage	14.8ml	340-3771	7.65	S 15.50	*			
	deodorant stick with oubaku extract	81012216-100ml	291-1022	5.32	S 10.00	i		no bite pro growth	14.8ml	340-3854	7.16	S 14.50	*		
	elferrescent bath tablets with ginseng	10 81012199	222-7197	7.71	S 14.50	i		porcelain skin whitening cream	56.7g	267-9546	8.19	S 17.00	d		
	energizing bath cream with oilhanum	81012218-250ml	291-2475	5.85	S 11.00	i		rejuvenating foot treatment	170g	340-3888	8.89	S 18.00	*		
	facial & shaving balm of mango kernel oil	81012197-100ml	230-0739	8.24	S 15.50	i		restorative nail scum	14.8ml	340-3847	7.90	S 16.00	*		
	invigorating shower creme with rhubarb	81012217-250ml	291-2483	5.85	S 11.00	i		time-release aha foot cream	285-5724	8.37	S 16.95	d			
	relaxing bath cream with bamboo extract	81012220-500ml	340-4407	8.78	S 16.50	*		total foot cream	70g	340-3763	3.46	S 7.00	*		
	revitalizing hair mask with cinchona bark	81014094-250g	222-7189	3.72	S 7.00	i		ultra soft hand cream	113.4g	017-9481	7.90	S 16.00	a		
	revitalizing thermal bath with ginkgo biloba	81012189-250ml	222-7122	5.85	S 11.00	i		ultra speed dry manicure extender	170g	340-3862	9.87	S 20.00	*		
	shaving cream with mango oil	81012210-100g	291-0933	5.85	S 11.00	i		intensive hand cream	14.8ml	258-6345	6.91	S 14.00	a		
smoothing body lotion with yuzu	81012205-100g	304-4617	3.72	S 7.00	i		with foot cream	285-5765	12.59	S 25.50	d				
	softening aftershave solution with banamelis extract	81012200-200ml	304-5010	6.91	S 13.00	i		nail polish remover	10	267-9561	3.46	S 7.00	d		
	softening bath oil with karte extract	81012211-50ml	222-7072	7.71	S 14.50	i		towels	10	267-9561	3.46	S 7.00	d		
	strengthening shower creme with hibiscus	81014086-100ml	340-4423	10.11	S 19.00	*		BETAGAN (Allergan) (levobunolol 0.5%)							
	81012191-250ml	222-7163	9.57	S 18.00	i		ophthalmic solution preservative free	30 0.4ml	095-9148	9.98	S	POM	c		
	81012192-250ml	222-7213	5.85	S 11.00	i		BONJELA (Reckitt Benckiser Healthcare)	15g	320-7966	19.18(6)	S 4.99	GSL	c		
	81012193-500ml	246-0400	8.78	S 16.50	i		together & gel pack	2	334-2516	34.57(6)	S 8.99	GSL	c		
	81012213-100ml	230-0747	6.91	S 13.00	i		BONJELA OSE (Reckitt Benckiser Healthcare)	2	334-2516	34.57(6)	S 8.99	GSL	c		
	81018459-50ml	340-4415	3.72	S 7.00	*		CHILDRENS THROAT COOLER (Lane)								
	81012152-200ml	298-6529	6.89	S 12.95	i		Effective August 18								
Segreti Mediterranei	81012159-304-4468	5.82	S 10.95	i			flavoured water ice	6 25ml	5.08(4)	S 1.99	*				
	81012160-304-4484	5.82	S 10.95	i			grape 339-7064, strawberry 339-7072								
	81012161-125ml	298-6578	6.89	S 12.95	i		COLAZIDE (Almural) (distributors Movianto) (balsalazide 750mg)	130	244-6110	39.00	S	POM	c		
	81014134-250ml	298-6479	4.76	S 8.95	i		COZATABS 750 XL (Herbaceutica Pharma) (distributors IXL Pharma)	56	324-7327	9.86	S		d		
	81014126-200ml	298-6495	7.95	S 14.95	i		DIPLUCAN ONE (McNeil Products) (flucanazole 150mg)	1	224-2782	71.20(10)	S 12.50	P	d		
	81012153-150ml	298-6461	3.70	S 6.95	i		DISPROL (Reckitt Benckiser Healthcare)								
	81014133-125ml	298-6560	6.89	S 12.95	i		suspension								
	81012155-304-4435	5.29	S 9.95	i		sugar-free	100ml	211-6622	9.42(6)	S 2.45	GSLSL	c			
	81014125-250ml	298-6503	6.36	S 11.95	i		EXMARID (Seven Seas Pet & Animal Health)	75g	275-6187	16.09(6)	S 4.50	a			
	81014135-250ml	298-6487	4.76	S 8.95	i		antiseptic balm	300ml	275-6153	14.03(3)	S 7.85	a			
almond range	81012157-200ml	314-7998	7.95	S 14.95	i		dry skin supplement	200ml	275-6179	24.63(6)	S 6.89	a			
	81012162-150ml	314-7980	6.89	S 12.95	i		lotion	100g	275-6195	14.83(6)	S 4.15	a			
	81012161-250ml	314-7972	6.36	S 11.95	i		ointment	75ml	275-6229	16.09(6)	S 4.50	a			
	81014136-400ml	314-8004	7.95	S 14.95	i		skin soother	125ml	275-6203	12.33(6)	S 3.45	a			
	81012163-250ml	314-8012	4.76	S 8.95	i		tea tree shampoo	250ml	275-6211	18.55(6)	S 5.19	a			
	81012155-304-4435	5.29	S 9.95	i			EXTRA ICE (Wrigley)	33		S 0.99	*				
	81012157-200ml	314-7998	7.95	S 14.95	i		sugarfree mints	33		S 0.99	*				
	81012162-150ml	314-7980	6.89	S 12.95	i		peppermint 43739 340-3912, peppermint 43741 340-3938								
	81012161-250ml	314-7972	6.36	S 11.95	i		EYE DEW (Reckitt Benckiser Healthcare)								
	81014136-400ml	314-8004	7.95	S 14.95	i		(naphazoline )	10ml	297-9797	15.60(6)	S 4.06	c			
moisturising anti-stress face cream	81012163-250ml	314-8012	4.76	S 8.95	i		FLEXIMATE SOFTFLEX (Peak Medical)								
	81012155-304-4435	5.29	S 9.95	i			hydrocollodil flange								
	81012157-200ml	314-7998	7.95	S 14.95	i		with round adhesive border			18.00(5)	S	DT			
	81012162-150ml	314-7980	6.89	S 12.95	i		precut 50mm FFB5025 25mm 339-6124, precut 50mm FFB5028 28mm 339-6140								
	81012161-250ml	314-7972	6.36	S 11.95	i		precut 60mm FFB6032 32mm 339-6157, precut 60mm FFB6035 35mm 339-6173								
	81014136-400ml	314-8004	7.95	S 14.95	i		precut 60mm FFB6038 38mm 339-6199								
	81012163-250ml	314-8012	4.76	S 8.95	i		FLEXIMATE SUPERSOFT (Peak Medical)								
	81012155-304-4435	5.29	S 9.95	i			hydrocollodil flange			18.00(5)	S	DT			
	81012157-200ml	314-7998	7.95	S 14.95	i		diamond shaped			18.00(5)	S	DT			
	81012162-150ml	314-7980	6.89	S 12.95	i		precut 60mm FSS6032 32mm 339-6298, precut 60mm FSS6035 35mm 339-6306								
BARIELLE (The Select Cosmetics Co)	60 second manicure	255g	340-3805	9.87	S 20.00	*		FYBOGEL HI-FIBRE (Reckitt Benckiser Healthcare)							
	60 second pedicure	255g	340-3821	9.87	S 20.00	*		(ispaghula husk 3.5g)							
	advanced skin whitening cream	70.8g	340-3920	9.87	S 20.00	*		sachets	30	334-4868	7.67(2)	S 5.99	c		
	clearly noticeable nail thickener	14.8ml	017-5372	7.65	S 15.50	a		orange	30	334-4868	7.67(2)	S 5.99	c		
	cucumber foot soother	170g	340-3904	8.39	S 17.00	a		GAVILAST (Reckitt Benckiser Healthcare)							
	cuticle replenisher	14.1g	340-3839	6.91	S 14.00	*		(ranitidine 75mg)	45	303-1184	29.38(4)	S 11.29	P	d	
	deluxe hand & body lotion	170g	340-3870	8.39	S 17.00	a		tablets	45	303-1184	29.38(4)	S 11.29	P	d	
	extra gentle cuticle minimizer	14.1g	017-4029	5.43	S 11.00	a		GAVISCON 250 (Reckitt Benckiser Healthcare)							
	foot restoration scrub	170g	285-5716	8.39	S 17.00	a		(calcium carbonate 80mg, sodium alginate 250mg)							
	fortifying nail builder	14.8ml	285-5708	7.65	S 15.50	a		sodium hydrogen carbonate 133.5mg)							
French manicure kit	growth activator for nails	14.8ml	217-5552	7.16	S 14.50	a		tablets	80mg	20	19.16(12)	S 2.99	GSL	c	
	band cream	113.4g	017-7238	4.44	S 9.00	d		lemon 328-5012, peppermint 328-5020							
	hydrating ridge filler	14.8ml	340-3789	7.65	S 15.50	a		GAVISCON DOUBLE ACTION (Reckitt Benckiser Healthcare)							
								(sodium alginate 250mg, sodium bicarbonate 106.5mg)							
								calcium carbonate 187.5mg)	32	322-9598	15.98(6)	S 4.99	GSL	r	
								tablets	32	322-9598	15.98(6)	S 4.99	GSL	r	
								KARVOL (Reckitt Benckiser Healthcare)	12	339-5779	17.30(10)	S 2.70	GSL	*	
								decongestant capsules	12	339-5779	17.30(10)	S 2.70	GSL	*	
								(chlorobutanol 2.25mg, levomenthol 35.55mg)							
								pmenthol pine oil 103.05mg, terpineol 66.6mg, thymol 3.15mg)	24	339-5761	15.06(5)	S 4.70	GSL	*	
BARIELLE (The Select Cosmetics Co)	60 second manicure	255g	340-3805	9.87	S 20.00	*		(chlorobutanol 2.25mg, levomenthol 35.55mg)							
	60 second pedicure	255g	340-3821	9.87	S 20.00	*		pmenthol pine oil 103.05mg, terpineol 66.6mg, thymol 3.15mg)							
	advanced skin whitening cream	70.8g	340-3920	9.87	S 20.00	*		menthol vapour rub	45g	281-1529	12.45(6)	S 3.24	GSL	c	
	clearly noticeable nail thickener	14.8ml	017-5372	7.65	S 15.50	a		(menthol )							
	cucumber foot soother	170g	340-3904	8.39	S 17.00	a		vaporiser + 3 x 3ml refills	297-0986	7.68(2)	S 5.99	GSL	c		
	cuticle replenisher	14.1g	340-3839	6.91	S 14.00	*		vaporiser refills	3 ml	297-0994	38.37(12)	S 4.99	GSL	c	
	deluxe hand & body lotion	170g	340-3870	8.39	S 17.00	a									
	extra gentle cuticle minimizer	14.1g	017-4029	5.43	S 11.00	a		KITZME (Seven Seas Pet & Animal Health)							
	foot restoration scrub	170g	285-5716	8.39	S 17.00	a		conditioning cat shampoo	250ml	037-6368	12.47(6)	S 3.49	d		
	fortifying nail builder	14.8ml	285-5708	7.65	S 15.50	a		conditioning tablets	100	016-4467	8.54(6)	S 2.39	a		
French manicure kit	growth activator for nails	14.8ml	217-5552	7.16	S 14.50	a		flea collar	reflective	010-8993	13.90(6)	S 3.89	GSL	d	
	band cream	113.4g	017-7238	4.44	S 9.00	d		luxury	209-4613	13.90(6)	S 3.89	GSL	d		
	hydrating ridge filler	14.8ml	340-3789	7.65	S 15.50	a		flea drops for cats	280-1025	11.40(6)	S 3.19	d			
								fleaspray	150ml	003-1401	11.76(6)	S 3.29	GSL	d	
								wormer	002-2590	7.83(6)	S 2.19	GSL	d		
								healthy cat tablets							
							one-a-day	30	298-9028	13.55(6)	S 3.79	a			
							wormer								
							granules	298-9036	13.19(6)	S 3.69	GSL	d			
								L'OREAL (L'Oréal)							
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Supplement to Chemist & Druggist 16 August 2008											3	
		PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail	
<b>LEMISP</b> (Reckitt Benckiser Healthcare)						exfoliant	TH007-150ml	340-4753	3.31	S	5.99	
(hectylresorcinol 2.4mg)						pure extracts						
cough dry	100ml	028-0347	9.96(6)	S	2.59	CSL	eye gel	TH031-15ml	340-4803	4.42	S 7.99	
sore throat lozenges							face mask	TH030-50ml	340-4795	3.87	S 6.99	
triple action 2.4mg	24		8.26(6)	S	2.15	GSL	happy hair					
honey & lemon 262-9699							finishing touch					
<b>LEMISP MAX</b> (Reckitt Benckiser Healthcare)						taming hair serum	TH017-50ml	340-4837	3.59	S	6.49	
Flu 12hr	8	297-5530	15.33(6)	S	3.99	P	reassuringly fresh					
(thiopropfen 600mg, pseudoephedrine 90mg)							grapetruit conditioner	TH018-150ml	340-4829	2.76	S 4.99	
max sinus all-night								TH004-250ml	340-4811	2.76	S 4.99	
decongestant spray	15ml	306-1694	27.26(12)	S	3.49	CSL	happy hands					
(oxymetazoline 0.05% w/v)							hand lotion	TH029	340-4654	2.21	S 3.99	
<b>LIQUIDILIM TEARS</b> (Allergan)						hand wash	TH028	340-4647	2.21	S 3.99		
(polyvinyl alcohol 1.4% w/v)							hand & nail cream					
eye drops	30	0.4ml	079-5542	5.35	S	..	P	orange blossom & lemon	TH027-100ml	340-4639	2.76	S 4.99
preservative-free								250ml		2.21	S 3.99	
<b>LIQUIVISC</b> (Allergan)						hand lotion						
(carboxymethyl 974 p)							citrus mint TH053	340-4720	& geranium TH056	340-4738		
gel for dry eyes	10g	301-1541	1.99	S	2.99	P	hand wash	250ml		2.21	S 3.99	
<b>LODINE</b> (Almirall)						citrus mint TH052	340-4704	& geranium TH055	340-4712			
(distributors Movianto)							<b>PVM</b> (Seven Seas Pet & Animal Health)					
(ciclopiolac 600mg)							bird tonic	50g	245-1797	10.33(6)	S 2.89	
tablets	30	203-1094	15.50	S	..	POM	<b>RAPTIVA</b> (Merck Serono)					
sustained release							(efalizumab 125mg)					
<b>LASVOIR</b> (Alliance Pharms)						vials	310-5004	169.20	S	POM	d	
(amantadine 100mg)							4	340-4019	676.80	S	POM	
capsules	5	267-2178	2.40	S	POM	d	<b>RIMMEL</b> (Coty)					
<b>MEDIVEN</b> (Medi UK)						face make-up						
arm butter	900-D-standard	339-9664	29.70	S	41.88	r	foundation					
	900-C-large	339-9672	29.70	S	41.88	r	lasting finish	30ml		10.41(3)	S 5.99	
<b>MEDIVEN PLUS</b> (Medi UK)						ivory 308-6501, natural beige 308-6519					a	
graduated compression hosiery							classic beige 340-4845, sand 340-4860, soft beige 340-4852					
Class I							true ivory 340-4878, true nude 340-4894, warm honey 340-4902					
thigh length extra wide							<b>ROBAXIN</b> (Almirall)					
silicone top open toe		49.00	S	DT			(distributors Movianto)					
beige DT108/00/ size I 334-0429, beige DT108/00/ size II 334-0437							(methocarbamol 750mg)					
beige DT108/00/ size III 334-0445, beige DT108/00/ size IV 334-0452							tablets	100	024-3113	12.65	S	
beige DT108/00/ size V 334-0460, beige DT108/00/ size VI 334-0478							<b>SANCTUM</b> (Absolute Aromas)					
beige DT108/00/ size VII 334-0486							body essentials kit	320-0433	13.33	S 23.50	d	
thigh length extra wide petite							face essentials kit	320-0334	11.32	S 19.95	d	
silicone top open toe		45.70	S	DT			carrier oils					
beige DT106/00/ size I 334-0569, beige DT106/00/ size II 334-0577							borage	50ml	264-3005	4.53	S 7.99	
beige DT106/00/ size III 334-0585, beige DT106/00/ size IV 334-0593							150ml	264-3013	11.34	S 19.99	d	
beige DT106/00/ size V 334-0601, beige DT106/00/ size VI 334-0619							<b>essential blend range</b>					
beige DT106/00/ size VII 334-0643							breastheasy	10ml	315-4770	2.83	S 4.99	d
Class II							<b>SANOSKIN</b> (Danetre Health Products)					
thigh length extra wide							melladerm honey wound gel	50g	334-7762	7.50	S	
silicone top open toe		49.00	S	DT			<b>SENOKOT</b> (Reckitt Benckiser Healthcare)					
beige DT200/00/ size I 334-1385, beige DT200/00/ size II 334-1393							tablets					
beige DT200/00/ size III 334-1401, beige DT200/00/ size IV 334-1419							blister pack	40	318-8943	29.91(12)	S 3.89	
beige DT200/00/ size V 334-1427, beige DT200/00/ size VI 334-1435							<b>SIMPLA SOAPS</b> (Absolute Aromas)					
beige DT200/00/ size VII 334-1443							soap	110g	16.35(10)	S 2.95		
thigh length extra wide petite							spicy orange 231-0134, tea tree & calendula 231-0100, poppy 231-0118				d	
silicone top open toe		45.70	S	DT			amse 231-0126, rosemary & lavender 231-0076, gardeners bar 231-0084				d	
beige DT199/00/ size I 334-1658, beige DT199/00/ size II 334-1666							peppermint, honey, & oats 231-0092, calendula & lavender 230-5969				d	
beige DT199/00/ size III 334-1674, beige DT199/00/ size IV 334-1682							banana & citron 230-5977, geranium & rose petals 230-6231				d	
beige DT199/00/ size V 334-1690, beige DT199/00/ size VI 334-1708							<b>SOFT &amp; GENTLE</b> (Colgate-Palmolive)					
beige DT199/00/ size VII 334-1716							antiperspirant	150ml	8.02(6)	S 1.95		
Class III							anti-stress 301-0527, cool silk 057-6751, soft jasmine 261-2851				a	
thigh length extra wide							shower fresh 255-9433					
silicone top open toe		51.00	S	DT			<b>SOLARAZE</b> (Almirall)					
beige DT400/00/ size I 334-2078, beige DT400/00/ size II 334-2086							(distributors Movianto)					
beige DT400/00/ size III 334-2094, beige DT400/00/ size IV 334-2110							(dibufenol )					
beige DT400/00/ size V 334-2128, beige DT400/00/ size VI 334-2144							gel	25g	279-3974	16.65	S	
beige DT400/00/ size VII 334-2151							<b>SORBIOS S</b> (H&R Healthcare)					
thigh length extra wide petite							hydroactive wound dressing (sterile)					
silicone top open toe		51.00	S	DT			sachet	10 20cm x 10cm	340-3078	42.89	S	
beige DT399/00/ size I 334-2250, beige DT399/00/ size II 334-2268							10 20cm x 20cm	340-3060	80.48	S		
beige DT399/00/ size III 334-2292, beige DT399/00/ size IV 334-2300							10 30cm x 10cm	340-3086	61.69	S		
beige DT399/00/ size V 334-2318, beige DT399/00/ size VI 334-2326							<b>SULAZINE EC</b> (Chatfield)					
beige DT399/00/ size VII 334-2334							(sulfasalazine 500mg)					
<b>MEPTID</b> (Almirall)						tablets	100	231-5497	7.15	S	POM	r
(distributors Movianto)							112	240-3830	8.00	S	POM	r
(meptazinol )							<b>SUPER SOLVITAX</b> (Seven Seas Pet & Animal Health)					
ampoules 1ml	10	036-4885	19.21	S	POM	c	calming formula	11r	275-6385	29.17(3)	E 13.89	a
tablets	112	239-1480	22.11	S	POM	c	cod liver oil	11r	000-9217	14.38(3)	E 5.99	a
<b>MINTEC</b> (Almirall)						41r	041-7485	32.14(3)	E 13.39	a		
(distributors Movianto)							170ml	026-6932	11.76(6)	S 3.29	a	
capsules	84	233-5297	7.04	S	12.40	CSL	450ml	046-4255	9.74(3)	S 3.45	a	
<b>MVCHL</b> (Reckitt Benckiser Healthcare)						90	004-9833	13.90(6)	S 3.89	a		
(tolnate 1%)							cod liver oil capsules	11r	275-6393	29.17(3)	E 13.89	a
athletes foot spray	150ml	040-8971	15.38(6)	S	4.00	CSL	mobility formula	11r	275-6419	29.17(3)	E 13.89	a
<b>NEILMED</b> (Neilmed Pharms)						41r	004-8843	31.90(3)	E 13.29	a		
adult nasal irrigation							rheumatism & arthritis formula	41r	004-9445	76.30(3)	E 31.79	a
refill mixture sachets	50	340-4373	5.38	S	9.49		<b>projont</b>					
sinus rinse starter kit		340-4381	4.53	S	7.99		MSM	1kg	298-9739	26.59	E 37.99	a
<b>NEUTRADOL</b> (M S George)						400g	298-9721	41.98(3)	E 19.99	d		
dustbin odour destroyer	350g	340-4332	6.66(6)	S	1.74		MSM, glucosamine & chondroitin	1kg	298-9747	31.14	E 44.49	a
kitchen dishwasher odour destroyer	20g	340-4399	15.21(12)	S	1.99		400g	298-9754	57.10(3)	E 27.19	a	
<b>NIVEA</b> (Beiersdorf)						<b>rheumatism &amp; arthritis formula</b>						
Hand Care							double strength	2.51r	275-6369	53.50(3)	E 22.29	a
liquid hand wash	250ml		17.16(12)	S	1.85		<b>TACT</b> (Seven Seas Pet & Animal Health)					
creme soft 339-9409, honey and oil 339-9417, apricot creme 339-9425							cat litter	medium	275-6765	11.40(6)	S 3.19	a
cashmere 339-9433							large	275-6773	4.16	S 6.99	a	
<b>NYLAX</b> (Reckitt Benckiser Healthcare)						economy	275-6799	7.78	S	12.19	a	
(senna 15mg)							<b>THE NATURAL MEDICINE CO</b> (The Natural Medicine Co)					
with Senna							(vitamin c 500mg)					
laxative tablets	10	010-9165	10.65(12)	S	1.39	GSL	advanced nutrition	60	340-3680	4.79	S 8.40	
	30	019-9059	18.84(12)	S	2.46	POST	tablets					
<b>OCUFEN</b> (Allergan)						fizzy C						
(flurbiprofen 0.03% w/v)							tablets	20	340-3698	2.39	S 4.20	
eye drops	40	0.4ml	079-5559	37.15	S	..	HP					
<b>ORFADIN</b> (Swedish Orphan Int )						<b>THROAT COOLER</b> (Lane)						
(distributors Movianto)							Effective Against 18					
(mifsiunone)							water free w/ vit C & menthol					
capsules	2mg	60	340-3706	564.00	S	..	honey and lemon	25ml	339-7056	5.08(4)	S 1.99	
	5mg	60	340-3714	1,127.00	S	..	<b>VANIQ</b> (Almirall)					
	10mg	60	340-3722	2,062.00	S	..	(distributors Movianto)					
<b>ORGANIC SURGE</b> (Beauty Products)						(efflortidine 11.5%)						
happy body							cream	30g	304-3445	26.04	S	POM
feel good fresh ocean							<b>VEGA</b> (Vega Nutritionals)					
bath milk	TH022-250ml	340-4597	2.76	S	4.99		amino acid free form					
body scrub	TH023-200ml	340-4571	2.76	S	4.99		dl-phenylalanine complex					
body whip	TH024-150ml	340-4589	3.87	S	6.99		capsules 500mg	30	318-2888	S 7.99	d	
shower gel	TH025-250ml	340-4563	2.76	S	4.99		glycine 500-complex					
jump up tropical							capsules	30	318-2953	S 5.99	d	
shower gel	TH006-250ml	340-4530	2.76	S	4.99		l-arginine 500-complex					
pure gnt tropical							capsules	30	318-3001	S 6.99	d	
body scrub	TH008-200ml	340-4548	2.76	S	4.99		l-carnitine 500-complex					
pure pleasure tropical							capsules	30	318-3019	S 10.99	d	
bath milk	TH019-250ml	340-4555	2.76	S	4.99		l-cysteine 500-complex					
shower gel	250ml		2.76	S	4.99		capsules	30	318-3142	S 6.59	d	
citrus mint TH054	340-4605	& geranium TH065	340-4613				l-glutamine 500-complex					
happy face							capsules	30	318-3159	S 6.59	d	
lets face it							l-glutathione 500-complex					
spritzer	TH012-200ml	340-4761	2.76	S	4.99		capsules	30	318-3167	S 19.99	d	
blissful moisturiser	TH013-50ml	340-4779	4.42	S	7.99		l-histidine 500-complex					
gentle cleanser	TH011-200ml	340-4787	2.76	S	4.99		capsules	30	318-3175	S 12.99	d	



		PIP code		Trade	VAT	Retail				PIP code		Trade	VAT	Retail	
l-lysine 500-complex capsules		30	318-3183		\$	5.99	d	oral contraceptive		84	340-4340	19.80	\$	pos	•
l-methionine 500-complex capsules		30	318-3191		\$	6.59	d								
l-ornithine 500-complex capsules		30	318-3225		\$	7.99	d								
l-phenylalanine 500-complex capsules		30	318-3241		\$	7.99	d								
l-threonine 500-complex capsules		30	318-3266		\$	7.99	d								
l-tyrosine 500-complex capsules		30	318-3274		\$	7.99	d								
taurine 500-complex capsules		30	318-3308		\$	6.59	d								
multivitamins & minerals spectrum junior chewable tablets		60	272-5513		\$	8.69	d								
		120	272-5521		\$	14.89	d								
nutritional supplements															
ashwagandha complex capsules		30	318-4033		\$	8.49	d								
astragalus complex capsules		30	318-4041		\$	8.49	d								
ginger complex capsules		30	318-4074		\$	6.59	d								
green tea complex capsules		30	318-4108		\$	7.59	d								
liquorice complex capsules		30	318-4132		\$	6.59	d								
lycopene complex capsules		30	318-3670		\$	9.99	d								
msm high strength tablets															
1000mg		30	318-3803		\$	6.49	d								
red wine complex capsules		30	318-4140		\$	8.49	d								
turmeric complex capsules		30	318-4173		\$	7.49	d								
special care formulas															
winter boost support capsules		90	318-4256		\$	13.24	d								
standardised herbs															
butterbur complex capsules		30	318-4181		\$	8.49	d								
fennel complex capsules		30	318-4199		\$	6.59	d								
fenugreek complex capsules		30	318-4223		\$	8.49	d								
VELOSEF (XL Pharma) (cefradine) capsules															
250mg	20	032-5993	5.42	\$	-	POM	a								
250mg	160	032-6009	25.85	\$	-	POM	a								
500mg	20	032-6017	11.22	\$	-	POM	a								
500mg	160	032-6033	46.15	\$	-	POM	a								
VETZYME (Seven Seas Pet & Animal Health)															
2-in-1 dry shampoo	85g	298-9586	10.19(6)	\$	2.85		a								
3-in-1 grooming spray	250ml	298-9531	14.98(6)	\$	4.19		a								
B + E tablets	100	006-4295	16.40(6)	\$	4.59		a								
	200	016-4418	24.27(6)	\$	6.79		a								
conditioning tablets	500	317-1154	22.48(6)	\$	6.29		a								
	160	016-4384	9.26(6)	\$	2.59		a								
disinfectant lotion	100ml	280-1009	9.97(6)	\$	2.79		a								
disinfectant spray	75ml	275-6492	11.40(6)	\$	3.19		d								
dry skin oil		298-9697	14.98(6)	\$	4.19		a								
ear drops	18ml	031-6109	12.47(6)	\$	3.49		a								
easy travel caps	10	014-3651	10.69(6)	\$	2.99		d								
flea collar	reflective	010-9264	13.90(6)	\$	3.89	AVM-GSL	d								
fleaspray	150ml	002-9991	11.76(6)	\$	3.29	AVM-GSL	d								
flexible joint oil	170ml	298-9689	18.91(6)	\$	5.29		a								
flexible joint with glucosamine	30	298-9630	13.55(6)	\$	3.79		a								
household patrol	500ml	275-6328	29.83(6)	\$	7.79	AVM-GSL	a								
moult & coat conditioner	170ml	298-9713	12.47(6)	\$	3.49		r								
skin cream	40g	002-2582	11.40(6)	\$	3.19		d								
stain relief	250ml	018-9647	11.45(6)	\$	2.99		d								
stay calm		298-9705	14.62(6)	\$	4.09		a								
tablets with garlic	240	006-3024	18.19(6)	\$	5.09		a								
veterinary ointment	25g	280-0985	12.12(6)	\$	3.39		a								
B complex with															
calcium & phosphorus		298-9663	13.19(6)	\$	3.69		d								
evening primrose oil		298-9671	13.55(6)	\$	3.79		a								
cod liver oil with															
vitamin A,D & E		298-9648	10.69(6)	\$	2.99		a								
flea drops															
for dogs		298-9622	12.83(6)	\$	3.59	AVM-GSL	d								
flexible joint															
high strength	30	317-1162	20.34(6)	\$	5.69		a								
Rug Patrol															
indoor pest control	200g	228-0550	25.96(12)	\$	3.39	AVM-GSL	a								
	400g	228-0568	21.41(6)	\$	5.59	AVM-GSL	a								
shampoo															
coal tar substitute	125ml	275-6575	9.26(6)	\$	2.59		d								
	250ml	275-6583	13.40(6)	\$	3.75		d								
conditioning dog	125ml	275-6633	9.26(6)	\$	2.59		d								
	250ml	275-6641	14.62(6)	\$	4.09		a								
JDS insecticidal	125ml	209-4571	12.12(6)	\$	3.39	AVM-GSL	a								
	250ml	016-3485	16.40(6)	\$	4.59	AVM-GSL	a								
puppy, cat & kitten	125ml	298-9051	8.54(6)	\$	2.39		d								
	250ml	298-9044	14.26(6)	\$	3.99		a								
sulphur	125ml	275-6609	9.26(6)	\$	2.59		d								
	250ml	275-6617	13.40(6)	\$	3.75		d								
nonstaining colour	250ml		11.05(6)	\$	3.09										
black 298-9580, brown 298-9564, white 298-9598							a								
golden 298-9572							d								
wormer															
granules	small/puppy	298-9606	14.62(6)	\$	4.09	AVM-GSL	d								
	medium/large	298-9614	23.56(6)	\$	6.59	AVM-GSL	d								
wormer one dose															
large dogs	280-1033		24.63(6)	\$	6.89		a								
small dogs	280-1041		20.34(6)	\$	5.69		a								
VITAPET (Seven Seas Pet & Animal Health)															
coat conditioner for cats	170ml	034-3673	13.19(6)	\$	3.69		a								
coat conditioner for dogs	170ml	030-5367	13.19(6)	\$	3.69		a								
	450ml	010-1121	12.14(3)	\$	6.79		a								
leather & energy formula	150ml	034-4200	12.47(6)	\$	3.49		a								
lur conditioner	150ml	034-3970	12.12(6)	\$	3.39		d								
rheumatism & arthritis formula	170ml	034-3681	20.56(6)	\$	5.75		a								
	450ml	034-3731	17.14(6)	\$	9.59		a								
R-A formula															
double strength	300ml	275-6740	17.85(3)	\$	9.99		a								
WISDOM (Wisdom) (distributors Ceuta Healthcare)															
interdental products															
brushes	5 0.7mm	340-4910	9.73(12)	\$	1.99		•								
WISDOM CLEAN BETWEEN (Wisdom) (distributors Ceuta Healthcare)															
interdental brushes	20 23.39mm	340-4928	16.27(12)	\$	2.99		•								
YAZ (Bayer Schering Pharma) (drospirenone 3mg, ethinylestradiol 20mcg)															



# Amendments to list of Generic Products

Symbols are •=new; i=insert; d=delete; c=change/correction

			PIP code	Trade	VAT	Retail		PIP code	Trade	VAT	Retail
<b>BECLOMETASONE</b> (Pliva Pharma)											
<i>(beclometasone 50mcg/dose)</i>											
nasal spray		200 dose	114-3247	4.03				PIOM			•
<b>CEFRADINE</b> (Sandoz)											
<i>(cefradine)</i>											
capsules	250mg	20	114-3155	5.28				PIOMDI			•
	250mg	100	114-3163	24.91				PIOMDI			•
	500mg	20	114-3171	10.74				PIOMDI			•
	500mg	100	114-3189	43.09				PIOMDI			•
<b>CELIPROLOL</b> (Sandoz)											
<i>(celiprolol)</i>											
tablets	200mg	28	114-3197	8.85				PIOMDI			•
	400mg	28	114-3205	59.27				PIOMDI			•
<b>CODFINE PHOSPHATE</b> (Sandoz)											
<i>(codfine phosphate)</i>											
tablets pot	15mg	100	114-3106					PIOM C DI			•
tablets blister	30mg	30	114-3114					PIOM C DI			•
	30mg	100	114-3122					PIOM C DI			•
<b>DIAZEPAM</b> (Sandoz)											
<i>(diazepam 10mg)</i>											
tablets		28	114-3098	0.80				PIOM CDBEIP			•
<b>ISOTRETINOIN</b> (Sandoz)											
<i>(isotretinoin 20mg)</i>											
capsules		30	114-3213					PIOM			•
<b>NITRAZEPAM</b> (Sandoz)											
<i>(nitrazepam 5mg)</i>											
tablets		28	114-3221	0.77				PIOMDI			•
		500	114-3239					PIOM			•

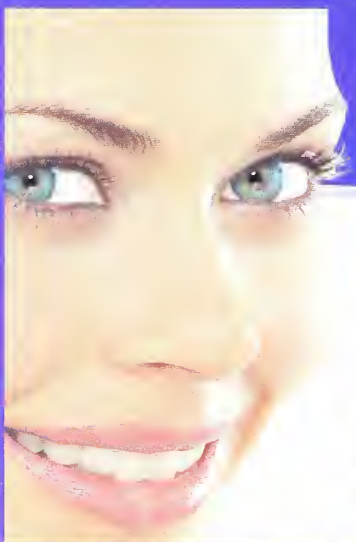


# Amendments to list of Manufacturers and Distributors

<b>Aguettant Ltd</b> (Code 791) The Barn 41a Main Road Cleve Somerset BS49 4NZ Tel. 01934 835694 Fax. 01934 876790 Email. info@aguettant.co.uk	c
<b>Amirall Ltd</b> (Code 1367) Pinewood Chincham Business Park Basingstoke Hampshire RG24 8AL Tel. 01256 698449 Fax. 01256 698237	i
<b>Beauty Products Ltd</b> (Code 1366) 6 Sylvan Way Southfields Business Park Lamdon Bavildon Essex SS15 6TH Tel. 01268 548887 Fax. 01268 417709	i
<b>IPD Ltd</b> (Code 1730) 4 Holt Barns Frith End Road Frith End Bordon Hampshire GU35 0QW Tel. 01420 489700	c
<b>Pierre Fabre Dermo Cosmetique</b> (Code 2449) 1st Floor Offices Parkinson House Vaughan Road Harpden Hertfordshire AL5 4EQ Tel. 01582 820150 Orders Tel. 01621 869172 Fax. 01582 762697 Email. pfdc@pierre-fabre.co.uk	c
<b>Seven Seas Pet &amp; Animal Health</b> (Code 4433) Hedon Road Marfleet Hull East Yorkshire HU9 5NJ Tel. 01482 375234 Fax. 01482 787865	c







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